

MARCH 28, 1953

THE NATIONAL

# Provisioner

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Leading Publication in the Meat Packing and Allied Industries Since 1891

## BUSSE BROKERAGE

DENOMINATOR DRESSED HOG SPECIALISTS  
BOARD OF TRADE BUILDING \* SIXTEENTH FLOOR  
THE DRESSED HOG BROKERS \* CHICAGO

### HOW DENOMINATOR PRICING METHOD ORIGINATED AND DEVELOPED

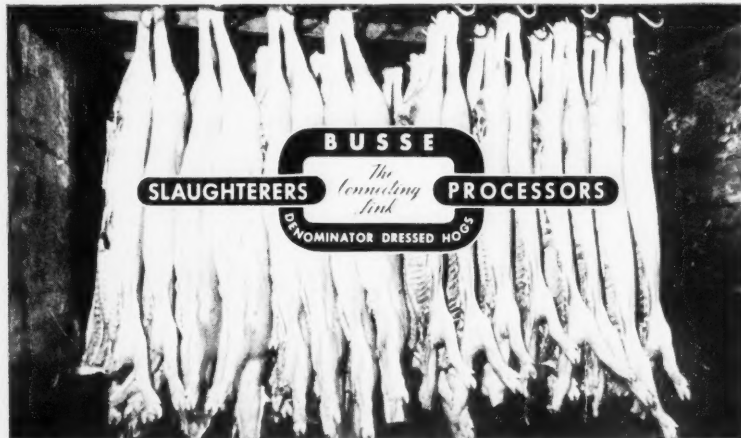
Irvin A. Busse originated the Denominator Method of pricing Dressed Hogs 25 years ago. At that time he saw the possibility of selling Dressed Hogs on a weekly year around basis. The problem was how to work out a simple, stable, continuing pricing arrangement which was safe and fair to both buyer and seller.

This was accomplished by first determining the price of the Dressed Hogs by considering the live hog cost, the value of the killing credits, the yield, the killing and chilling expense, the transportation and other expense, a nominal profit, and the market factor. This Dressed Hog price was then divided by the quoted live hog market and the resulting figure was called the Denominator by Mr. Busse, since it was the common denominator reflecting all the factors making up the Dressed Hog price. Conversely, the Dressed Hog price could then be determined very simply by merely multiplying the current live hog market by the previously agreed upon Denominator.

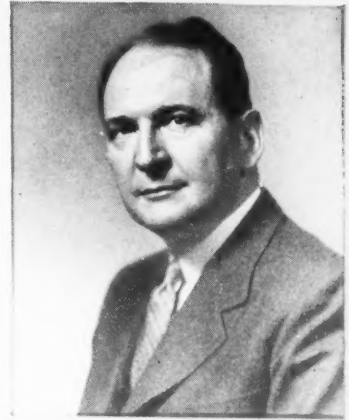
The BUSSE BASIC DENOMINATOR SCHEDULE is a refinement of the original Busse Denominator Method of pricing and was subsequently devised by Mr. Busse for the convenience of the "trade". It lists the live hog weight ranges, the corresponding Dressed Hog weight ranges and the applicable Busse Basic Denominators. The different Denominators for the different weight ranges reflect primarily the difference in yields.

### OUR CREDO

To constantly strive to divide, equally, between Buyer and Seller, through the Busse Denominator Pricing Method, the economic savings inherent in the shipping of Dressed Hogs, instead of Live Hogs.



Write us for complete information and your handy size permanent personal copy of the BUSSE BASIC DRESSED HOG DENOMINATOR SCHEDULE



*Irvin A. Busse*



DRESSED HOGS  
EXCLUSIVELY  
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### BUSSE

#### BASIC DENOMINATOR SCHEDULE PACKER STYLE DRESSED HOGS

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54-72#	@ 1.63 x	90-120#
73-89	@ 1.55 x	120-140
90-107	@ 1.50 x	140-160
108-123	@ 1.46 x	160-180

DR. BUTCHERS • DENOMINATOR • LIVE MARKET		
124-138#	@ 1.43 x	180-200#
139-154	@ 1.42 x	200-220
155-169	@ 1.41 x	220-240
170-192	@ 1.40 x	240-270
193-213	@ 1.39 x	270-300
214-239	@ 1.37 x	300-330
240-263	@ 1.35 x	330-360

DRESSED SOWS • DENOMINATOR • LIVE MARKET		
184-205#	@ 1.48 x	270-300#
206-227	@ 1.44 x	300-330
228-249	@ 1.42 x	330-360
250-279	@ 1.40 x	360-400
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ORIGINATORS AND DEVELOPERS OF THE DRESSED HOG BUSINESS



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describing the properties and uses of "Alathon" in the packaging field, or simply mail this handy coupon. We'll gladly put you in touch with sources of supply for packaging materials coated with "Alathon."

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Chipboard containers & trays ( ☐ ). Overwraps ( ☐ ). Other ( ☐ ).

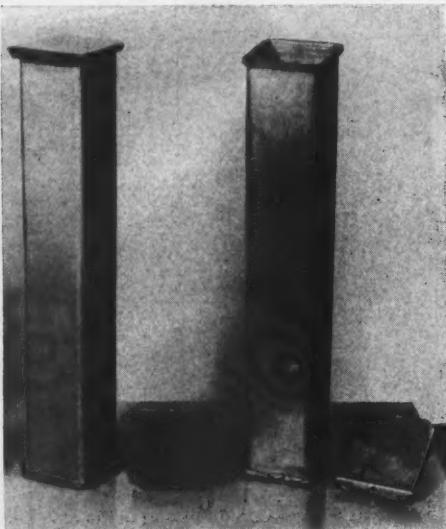
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These heavy-duty molds are built for years of service ... have twice the weight of other molds ... Yet cost no more! Heavy bars at ends is continuously welded on both sides to give extra strength where needed. Covers are especially designed ... provide a tight fit after years of service. Standard sizes immediately available ... off-standard sizes on special order.

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It will pay you to come to KEEBLER for all of your equipment needs. The complete KEEBLER line of packinghouse machinery, trucks, supplies and equipment is geared to fit every capacity and individual packer requirement. Whatever your need, we invite your inquiries.

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- ☐ Please send further particulars on the Heavy Duty Loaf Molds  
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# Provisioner

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NUMBER 13

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ANNUAL MEAT PACKERS GUIDE

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## SAMMY, THE CRUTCH-MAKER

Once upon a time there was a genial old gentleman with a trim white beard and striped pantaloons. He spent most of his time doing jobs which the people around him knew were necessary, but which they couldn't accomplish as individuals. He adjudicated major squabbles, enforced the rules by which his folks traded with one another, put out fires, walloped or buttered up the foreign neighbors, let everybody have a chance to speak his piece in church or town meeting and sort of kept a general eye on things to be sure that everyone got a fair shake with the dice.

Once in a while Sammy whittled out a pair of crutches when somebody fell over an earthquake or was knocked down by a flood.

Sammy's folks didn't need many crutches; they'd peg along on Shank's mare even when the going was pretty rough. Of course there were always the small boys, and sometimes even the bigger ones, who'd stub a toe and then come howling:

"Sammy, Sammy! It hurts. Gimme some crutches."

More often than not, Sammy's answer would be a pat on the behind and an admonition:

"Forget it. Sure it hurts, but everybody's got to expect a little pain once in awhile."

Sometimes, of course, Sammy became soft-hearted. He whittled out tariff crutches for the tin-pot makers and the weavers and some of his other friends when they said that their young legs just couldn't keep up with the more experienced strides of their foreign competitors. A lot of these folks still have their antique ambulatory aids.

As the years passed Sammy's geniality increased and his no-ing ability declined. He became a faster and fancier whittler as more and more of his friends turned up complaining of strains, sprains, dislocations and Charley horses. If you had an ache in your railroad financing, or your locality was limping because its harbor was silted, or your feet were all dried out for lack of an irrigation project, or somebody stepped on your home ownership corns with a mortgage foreclosure, Sammy could usually be persuaded to furnish you with some shiny crutches.

In time Sammy got a reputation as a healer as well as a crutch-maker. Did you have labor-management chillblains? He could help you. Were your arches falling with an overload of potatoes, peanuts, butter or beef? He could lift you off your feet.

As Sammy's generosity became more expansive, it also became more expensive. Although a few critics thought he was spending too much money on crutches in general, and decidedly too much in helping specific individuals, nobody ever complained about the amount being spent on himself.

Sammy's got a big factory now. He can really turn out the crutches — hundreds, thousands, millions and even billions worth. Once in awhile one of Sammy's upright and independent friends comes into the office. He looks down the street and points out scornfully:

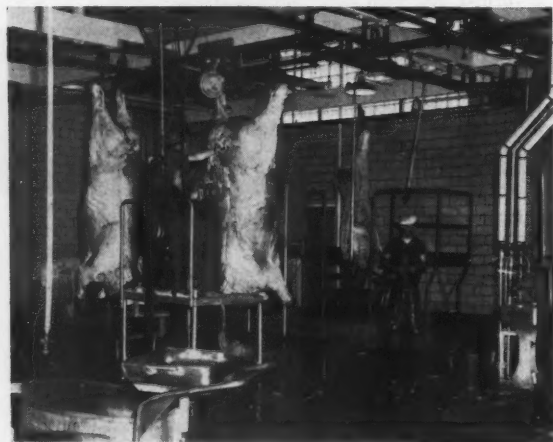
"Look at all those cripples hobbling around. Really, Sammy, you shouldn't do it. What we need is more free enterprise; you're just encouraging a bunch of hypochondriacs. But take me now, I've really got a bad touch of rheumatic arthritis. How about a little help, Sammy?"



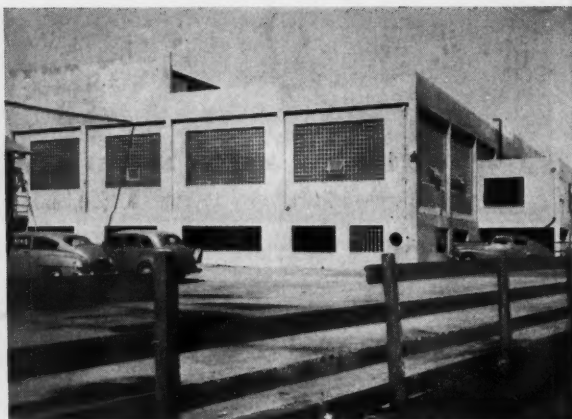
View across back of killing floor showing the beef viscera handling facilities in center background and moving viscera table at left.



Cattle bleeding area is in the left background; workman is rump-ing prior to hoisting beef carcass to monorail for final dressing.



Splitting carcass on monorail with the aid of a powered spreader. The platform for washing and shrouding is in the background.



Exterior of killing addition showing extensive use of glass block.

## Santa Cruz Plant For All Species

**C**OMPLETION of new holding coolers and a loading dock during 1953, when added to the outstanding two-bed beef and small stock killing floor and new chill cooler which were opened recently, will give the firm of Walti-Schilling Co., Santa Cruz, Cal., one of the most modern and flexible federally inspected slaughtering plants in the United States.

The new killing department is of concrete and steel construction. Designer James M. Smith, structural and packinghouse engineer of San Francisco, has given the unit clean functional lines (see exterior and other photos) inside and out. There are no windows on the killing floor level and natural illumination is provided through large expanses of glass block. Interior walls are of ceramic glazed tile from floor to ceiling; the floor is dense concrete. The few tile-sheathed columns offer no obstacle to efficient work. The built-up tarred roof rests on purlins and the steel trusses which carry the overhead rails, etc.

The well-lighted first (ground) floor underneath the killing department is arranged for segregation, handling and disposal of inedible material which Walti-Schilling does not render. Feet, slunks, condemned soft parts and hard parts and carcasses, pig bags and pizzles come down by separate vertical chutes from the killing floor overhead into separate steel tanks or bins. The bins have sloping, perforated false bottoms which permit drainage into the sewer. Bin contents are dumped into inedible product trucks by raising an end gate with rack and pinion. The bins are enclosed by 6-in. concrete walls to a height of 4 ft. and above this level by galvanized mesh. The enclosures are fitted on one side with lockable doors which are opened when trucks are being charged.

The ground floor also houses a washing and sterilizing room for inedible trucks, additional hide storage area, a salt storage room and the 11½x13 ft. small stock shackling pen.

Cattle and small stock killing facilities on the second





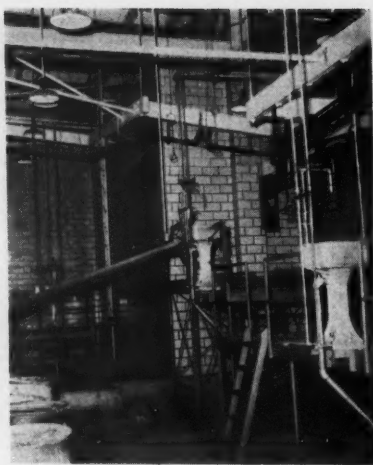
right of the line of flow of cattle carcasses. Directly in back of the viscera separating table (see floor plan) is the casing stripping machine. The area used for handling beef offal is flanked by the moving table for inspection of small stock viscera and heads; the table has separate head pans and there are stationary tables for handling hog and sheep hearts, livers, etc. Condemned rails from both the small stock and cattle retained areas feed into a common enclosure housing the condemned material chutes. Edible offal trucks must move across the killing floor to the coolers.

Killing and initial dressing operations on hogs, sheep and calves are performed in a tile-walled room almost 60 ft. long and about 20 ft. wide at one side of the new structure. The same hoist is used for the three species and calves and sheep move on the same rail until "ring" operations are begun on the sheep. At the end of the long dressing room sheep and calves are transferred to the chain and hogs, after moving independently through the scalding tub and dehairer, are also placed on the overhead conveyor.

Various dressing operations are carried out on small stock (see floor plan) as they move along the second side of the killing floor and the chain then carries the carcasses down the third side of the structure and parallel with the moving viscera table for final inspection, washing and removal to the coolers.

Between 20 and 25 cattle can be handled each hour over the two beef beds and the hourly rate for sheep is 100 to 125. The plant's capacity is ample for the somewhat smaller numbers of hogs and calves processed there.

The Walti-Schilling plant is located on high ground outside of Santa Cruz and within sight of the Pacific Ocean. The firm operates eight trucks and



Small stock rail, part of sheep ring and other small stock handling facilities located in the long room shown at the left side of the floor plan on page 9.

sells most of its product within 100 miles of the plant; a great deal of Walti-Schilling meat goes to Fort Ord and other military installations.

Eugene Ranconi and E. M. and A. E. Peterson are partners in the Santa Cruz packinghouse enterprise. The firm owns a large tract of land around the plant but rents much of it to artichoke growers. The company also operates its own feeding yard at Watsonville, Cal., in conjunction with the Peterson Cattle Co. The all-concrete feeding yard has a capacity of 5,000 cattle.

Equipment for the new killing floor was furnished by the Le Fiell Co. of San Francisco. Gebhardt units by Advanced Engineering Corp., Milwaukee, are employed in the new chill cooler. The addition was constructed by K. G. McGranahan, a Santa Cruz contractor.



Two of the partners in the Walti-Schilling enterprise, Eugene Ranconi (left) and A. E. Peterson, are shown by the Boss scalding and scraper which forms a part of the line for handling and processing beef viscera.

## USDA Will Buy Beef As Support Measure

"Quantities" of frozen ground hamburger, frozen boneless chuck beef for roasts and frozen boneless diced beef for stew will be purchased by the U. S. Department of Agriculture over an indefinite period if the meat is offered at "acceptable prices."

In announcing the purchase program this week the USDA said that the action is being taken to help encourage additional domestic consumption of beef and help relieve the present price situation facing cattle producers.

Beef bought under the program will be distributed to the non-profit school lunch program, institutions and other outlets. Purchase will be made with "Section 32" funds made available by Congress to encourage additional consumption of agricultural commodities by diverting surpluses from normal channels of trade. Purchases will be made on an offer and acceptable basis, but in no instance at prices reflecting more than 90 per cent of parity for beef cattle (February 15 parity was \$21.20).

The products must be prepared in accordance with Schedule C-USDA frozen boneless beef specifications, and must come from sound, fresh chilled beef triangles which are graded and grade-stamped U. S. Good, or higher. Only triangles from steer or heifer carcasses between 400 and 700 lbs. may be used.

The beef must originate from cattle produced in the continental United States and be processed by firms operating under federal meat inspection.

Offers must show a delivery period with shipping schedule indicating the quantities both by net weight and number of refrigerated cars of a minimum weight of approximately 21,000 lbs. each made up of (1) 48 to 50 per cent by weight of frozen ground beef, and (2) 25 to 30 per cent of frozen boneless chuck, and (3) 20 to 25 per cent of frozen boneless diced beef, all of which will be delivered during the delivery periods specified.

Vendors are to make their offers at the same price for each of the three stated items and only such mixed carload lots will be accepted.

First offers should be submitted by 12 noon March 30 for acceptance not later than 11:59 p.m., April 1. This beef will be for delivery each week during April. Next offers should be submitted by 12 noon, April 6 and acceptance will be not later than 11:59 p.m., April 9. This beef will be for delivery each week during May. Following this period, and for the duration of the program, offers must be submitted by 12 noon on the first Monday of each month for acceptance not later than 11:59 p.m. of the following Thursday. In all instances, non-receipt of acceptance will indicate rejection of the offer. Quantities bought and range of prices paid will be announced as soon as possible after each acceptance date.

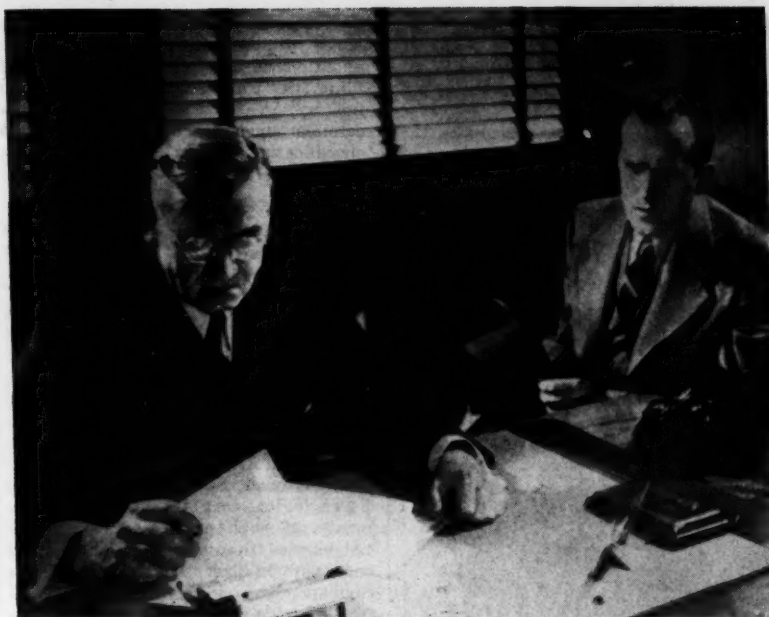
### Oregon Horse Meat Bill

Oregon's senate last week passed and sent to the house a bill prohibiting sale of horse meat where other meat is sold.

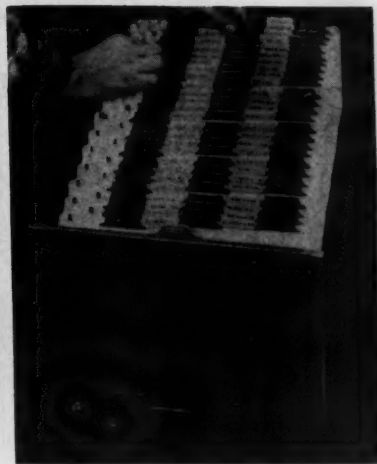
### Idaho Garbage Law

A bill signed by the governor last week requires that garbage fed to swine in Idaho must be cooked.





He's the meat buyer for a large food chain.



Compact new psycho-file system.

## What Do You Know About This Man?

Is he brusque, impulsive, or slow to decide? Read how a new "psycho-file" system helps make him easier to sell.

A generation of meat and meat products salesmen has been urged in lectures and in handbooks to "study and know your prospect," to discern what sort of a person he really is, and to sense the type of treatment to which he will most likely respond favorably.

Unquestionably, a large percentage of packing industry salesmen habitually size up dealers to this end, but such appraisals nearly always remain in the mind of the packer's man. He knows that Jones is a testy, impulsive and touchy sort of a dealer, but the executive salesman or sales manager back in the plant office doesn't know it. This too often results in Jones being given the wrong kind of "treatment".

Why isn't this information about prospective dealers at least "briefed" in the file of the sales department to whom most prospects are more or less "faceless" men?

Industrial organizations go to great lengths to psychoanalyze their employees from janitor to branch manager, to discover and record in each instance what sort of a man or woman is employed. Isn't it equally important, or more so, that the prospect—customer upon whose favorable reactions the success of the business depends—be

"pictured" in company files? Not only should the meat salesman know his man but this knowledge should be at the finger tips of persons in the sales department.

In this connection there has been developed by a national authority on information filing and methods, C. R. Chamberlain, a "package" unit by which any firm, large or small, may set up and keep such a record of prospects always at finger tips for the guidance of the sales executive and his staff.

How does this method work?

Greatly simplified to save labor and time, it may be outlined as follows:

The "package" is so arranged that by simply dropping the unit into an empty letter or legal file drawer, the owner is ready to begin his filing operation. The system eliminates the space consumed by heavy file guides and makes usable folders do the work of the costly and bulky alphabetical or numerical dividers. The Di-Versi-File system consists of:

26 alphabetically tabbed folders lettered from A-Z, each tab to be of natural color and each tab laminated with a heavy transparent plastic covering. This covering prevents tab breakdown and soiling. The alphabetical or numerically ar-

ranged folders are used as miscellaneous folders:

100 file folders with five assorted colored and insertable tabs—red, lemon, green, pink, blue, in this order. Ample supply of white cardboard inserts are included.

These five different colored insertable tab folders extending beyond the alphabetical or miscellaneous folders are individual name folders where correspondence with one particular individual or firm is heavy.

Each one of the five colored tab folders in the psycho-file system is used to designate a certain type of temperament of a customer or prospect.

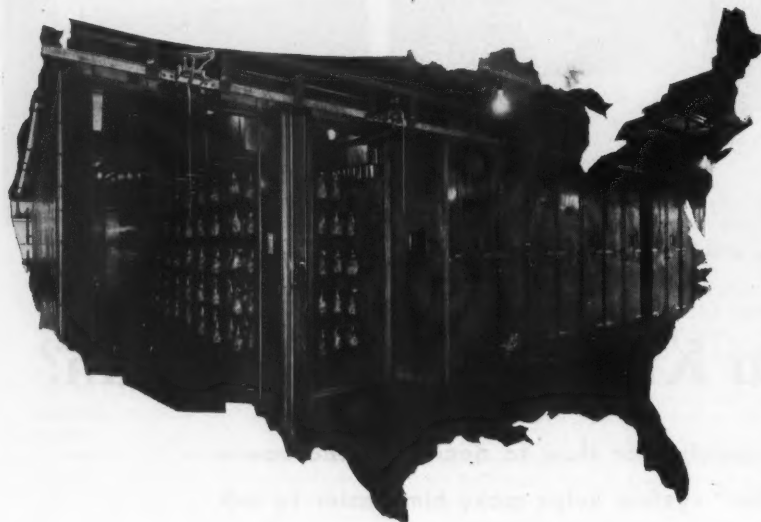
Either the following scheme or analysis may be used or a method created by the user that would be more adaptable to his needs:

150 blank file folders are included as well as one box of 25 ft. of colored insertable tabs in strip—the colors corresponding to the folder tab colors so that the user may expand the system by applying these gummed cloth strip tabs to folders when and wherever needed. 1 set of six Div-I-Dex units is a part of the package.

The Div-I-Dex is said to be an im-

# JULIAN SMOKEHOUSES

*get the call for reliable and economical smoking of meats in every section of the U. S. A.*



The JULIAN reputation of guaranteed performance has spread from coast to coast. Packers in every section of the country choose JULIAN to keep their production going smoothly and on schedule. Ham, Bacon and Sausage smoked the JULIAN-way are bringing customers back for "more of the same" . . . in every section of the U.S.A.

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Distributors of the MEPACO "TIPPER" Automatic Smokemakers

provement in filing for it not only adds space to a file drawer but permits the adoption of the "drop in" method of filing. A time saver in "filing and finding" creates a neater and more accessible method of correspondence classification.

### 5 printed out cards

These cards are used in the place of and to record the removal of a folder from the file, the date to whom delivered and when returned to the file.

In devising the system for 'tagging' prospects, Chamberlain said that the best information possible was sought on the value of such data in backing up contact sellers and building business.

"Management has long advocated psychological tests for prospective employees. The successful salesman, knowingly or intuitively, subjects a prospective customer to a visual and verbal psychological test. If management approves of such practices, why has it not carried the salesmen's analysis of customer or prospect into the firm's correspondence file?

"The contacting salesman can be immeasurably aided by the executive salesman if the executive has an inkling of the temperament of the man to whom he is corresponding. Many wrong letters have been written to the right man because of the lack of statistical matter on the person addressed.

"To increase the efficiency of any sales force co-ordinator between the outside salesman and the office letter writer, a psychology file could be inaugurated, noting different mental characteristics, such rating confined to, say, five species of classifications.

"For instance: A red tabbed folder would designate a prospect of hasty judgment or impatient disposition; blue, slow thinking, indecisive type; lemon, poor prospect requiring intensive selling and heavy flattery; red, an irritable fellow, a stickler for short interviews and shorter letters; green, for the untutored or chap of limited education who welcomes an informative letter; pink, the impulsive, quick buyer, hale and hearty, good fellow well met.

"When better acquaintances are established, either through added contacts or by creating a customer, corrections can be made in the customer file, should they be necessary, at the time a folder transfer is made." (Transfer of folder from prospect to customer drawer.)

It would appear that for too long a time sales executive offices have been writing blanket letters and sending blanket data and material to all prospects when, as a matter of fact, the prospects all differ in temperament and attitudes. Possibly the remedy for this condition is one of the next important steps in business building, especially when buyers' markets exist.

It has been pointed out that the value of this information in the files is obvious not only to the company but to the individual salesman. How often is it that the executive office sends a let-

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ter or some other communication on product or price that may mar or make the final sale or sales?

So that part of this plan involves briefing every salesman in (a) the importance of the "psycho file" (b) how best to appraise each prospect as to his characteristics on the first contact and (c) to conscientiously report the facts in a way that the record shall be clear and easily at hand.

While it is natural for the average salesman to be more or less impressed with the greeting and treatment a prospect or customer gives him, the salesman is not always capable or ready to formulate a clear cut method of dealing successfully with the prospect.

Several procedures are practical for making salesmen's psycho reports. For instance, when a color has been determined for a filing system, all a salesman need do is designate the color applicable to his contact on his standard report sheet or card. If a fuller description of the salesman's prospect or customer is demanded, this amplification can be written on a separate sheet of paper or on the blank space on the back of his report sheet.

It has become an established practice in many large sales organizations to help the salesman classify and then clearly formulate each prospect according to that prospect's actions and conversation.

In fact, a simple code for making such analyses in day by day selling is of great help in getting the proper information into the psycho file so that the office will have a continuous and reliable "picture" of every individual the salesmen are contacting.

### Armour Quarter Profit Rises; Sales Decline

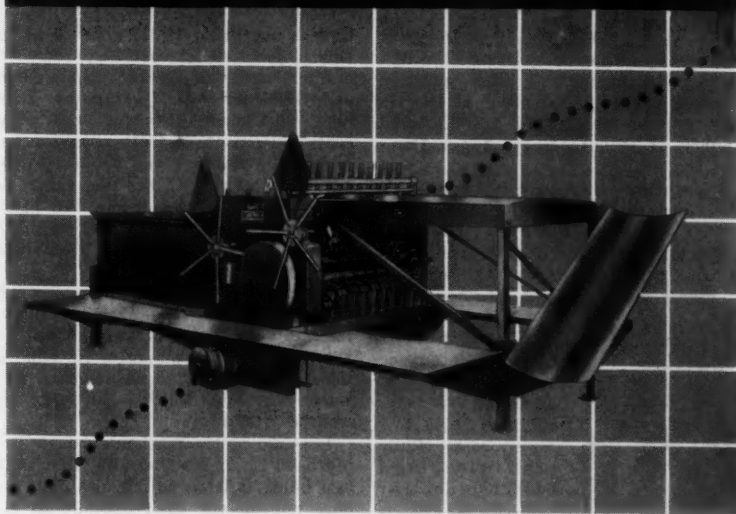
Armour and Company reported lower sales but slightly higher earnings for the first fiscal quarter of 1953. Net income for the 13 weeks ended January 31 amounted to \$1,833,456 compared with \$1,609,261 in the same period a year earlier. Sales tonnage in the first quarter was 9 per cent above the first quarter of 1952. Dollar sales were 2.8 per cent lower, reflecting generally lower prices.

F. W. Specht, president, told stockholders that price declines and inventory losses restricted opportunity for profit.

### NLRB Dismisses AFL Union Complaint

Neuhoff Brothers Packers, Inc., Dallas, Tex., officials were notified last week that a union complaint charging unfair labor practices has been dismissed by the National Labor Relations Board in Washington. After calling a strike at the Neuhoff plant in 1951 in an unsuccessful attempt to gain recognition as bargaining agent for plant workers, the AFL Amalgamated Meat Cutters & Butcher Workmen filed charges of 110 unfair labor practices.

*Chart a new course for PROFITS  
in 1953*



## with the Dupps COMBINATION HOG KILLING OUTFIT

Labor and material costs are high and likely to remain high for the rest of 1953. The one sure way to increase your profits is to bring the equipment in your plant up to peak efficiency.

We'd like to show you how the Dupps Combination Hog Killing Outfit has increased production from 18% to 31% in plants all over the country with corresponding savings on labor. What the Dupps Dehairer has done for others it can do for you too.

Let us make a survey of your hog killing operation—we'll show you how to improve your profit picture for 1953. You're under no obligation, we'd just like the chance to show you what we can do. Write us today.

*Sincerely,*

*Jack Dupps*  
Jack Dupps

THE **DUPPS** COMPANY  
GERMANTOWN, OHIO



MANUFACTURERS OF  
RENDERING AND SLAUGHTERING EQUIPMENT



## To Lease or To Own?

# Some Cost Factors To Consider In Truck Fleet Operation

**C**AN THE problems of automotive fleet operation be by-passed through leasing arrangements? This question received thorough attention at the recent annual meeting of the National Council of Private Motor Truck Owners, Inc.

Presenting the private operator's view on truck leasing, H. O. Mathews, general manager, transportation and distribution division, Armour and Company, Chicago, said that proper fleet maintenance can achieve all the advantages of leasing and do so at a lower cost. While acknowledging a definite place for leasing services and predicting a growth of leasing in terms of a more realistic pricing policy for large users, Mathews said properly managed private ownership provides the least expensive automotive facilities.

Speaking in terms of delivery or distribution units and with leasing defined as a form of truck ownership with the leasing firm buying, engineering, repairing and maintaining a vehicle for the exclusive use of the lessee, Mathews reviewed some of the claims made for the leasing form of ownership.

Cost of leasing is known in advance, but, said Mathews, it is generally higher than private ownership. Recently Armour compared leasing costs of 60 delivery type vehicles against outright purchase of the vehicles and leasing of the necessary garage and repair equipment for servicing them. Comparative costs revealed the company could operate its 1½- and 2-ton trucks for 8,000 miles per year at a cost saving of \$12 per week per vehicle. Weekly savings for the fleet would be \$720.

While acknowledging that the example could hardly be called representative because it reflected the experience of only one firm, Mathews nevertheless said it was typical of his findings during the past three years. It compared favorably with an analysis he prepared for the baking industry which indicated that bakery delivery trucks would cost about \$365 more per year per truck to lease than to own.

One of the major reasons for higher leasing costs appears to be the higher depreciation rates used by leasing firms. By depreciating the equipment in four and a half or five years as against six under private ownership, leasing cost

figures are hiked by 16½ per cent for this major item of cost.

Fuel costs will net the leasing firms about \$25 per vehicle as against small fleet purchases. However, the other costs of licenses, interest on investment and public liability and property damage insurance will be the same for either form of truck usage. All insurance costs should be analyzed carefully to be certain they are not prohibitive, Mathews cautioned.

Storage charges are, in many cases, a plus item for the owner. Armour, for example, provides storage only in extreme northern climates. In some of these areas it is experimenting with water heaters which will aid cold weather starting.

Leasing contracts should be studied, Mathews said, to determine that mileage billed is revenue mileage only and does not include dead mileage to and from storage.

Under either form of ownership, records have to be kept if for no other reason than to determine mileage and payments.

Unless leasing can actually eliminate a specific individual who performs an administrative function, there is no basis for accepting claims of lower overhead, Mathews declared.

Admittedly, the leasing companies perform a soundly engineered job of maintenance and repair and provide the user with a trouble free vehicle, but, the user must decide how much of a higher cost premium he can afford for this service.

Since peak service requirements are expensive and, in some leasing contracts become a permanent cost, the contracts should be reviewed carefully. Mathews recently cancelled a lease under which he paid the full cost for two trucks and drivers, although they were used only two days per week.

The freeing of capital investment from a fleet investment is a minor element since the cost of a delivery fleet is small in comparison to total plant investment. There might be an advantage if capital had to be borrowed to purchase the delivery equipment in which case the interest cost should be calculated in determining owner cost.

Even in the case of over-the-road tractor and trailer equipment, where cost comparisons must differ from straight delivery operations, many of the advantages of private ownership still accrue.

Capital investment cost for over-the-road equipment which runs about three to four times that of delivery or distribution trucks, is an important factor. However, before making a decision, the private operator should investigate

the "Guaranteed Maintenance" programs offered by several truck manufacturers which solve the problems of maintaining these vehicles.

Speaking in favor of truck leasing, Joseph J. Stedem, vice president, Hertz Driv-ur-Self Stations, Inc., said that leasing provides a logical answer to the question of dependable and presentable fleet ownership.

To compare costs properly, the owner should calculate his costs in terms of maintaining a fleet as excellent in its mechanical condition and as presentable in its appearance as the leased equipment. He then would find his costs to be higher than leasing, Stedem asserted.

## Profit of International Packers Higher in 1952

International Packers Limited, parent holding and operating company for meat packing firms in Argentina, Uruguay, Brazil, New Zealand, Australia, Canada, the United Kingdom and Union of South Africa, had consolidated earnings equivalent to \$5,009,700 for the year ended December 31, 1952, compared with \$2,243,453 in 1951. Per share earnings in 1952 were equivalent to \$2.52 against \$1.13 in 1951.

In his annual report to the stockholders, president Joseph O. Hanson said that it had been considered prudent to make provision of \$1,500,000 for devaluation of certain foreign currencies, leaving balance of earnings for 1952 of \$3,509,700.

Sales of the International organization totaled 1,236,712,000 lbs. with a value of \$203,886,379 in 1952 against 1,259,326,000 lbs. and \$184,193,031 in 1951. Slaughter volume in 1952 was as follows: 1,260,492 cattle, 4,357,326 sheep and lambs and 276,835 hogs. Cattle kill was 5.7 per cent larger than in 1951 and sheep volume was up 40 per cent; hog slaughter was down 22 per cent.

President Hanson described operations in Argentina as "generally satisfactory" although complicated by delay in consummation of the bulk meat contract between Argentina and the U. K.; in Uruguay, volume and results were "disappointing" due to government minimum prices on export meat and livestock and labor difficulties; in Brazil, the 1952 volume and results were "satisfactory" despite continued inflation. Operations in New Zealand showed "material improvement" and those in Australia were "gratifying."

One of the problems faced by the International firm is the difficulty of remitting dividends in U. S. dollars from its subsidiaries; in some cases the governments of the countries in which the firm does business have curtailed or suspended remittance of dollar profits. Continued depreciation of currency, such as has occurred in Brazil, reduces the dollar value of earnings and the equivalent of net current assets. To provide for this and similar exchange losses, the reserve for exchange revaluations was increased by \$1,500,000.



H. O. MATHEWS



## Department of Agriculture Criticized for Vigorous VE Methods Costly to Industry

**D**ECLARATION of the prevalence of VE as an "extraordinary emergency" was requested of the Secretary of Agriculture in a resolution adopted by the Eastern Meat Packers Association at a meeting in New York last week.

The resolution gave as reasons for the request:

1. The Secretary is applying to VE extraordinary measures which have caused and are causing great injury to our members, with constant threat of similar injury to other members and to producers and public stockyards, but without declaring an extraordinary emergency.

2. The failure of the Secretary to declare an extraordinary emergency is not only inconsistent with the extraordinary measures being used by him, but is also extremely costly to packers because federal reimbursement cannot be made to innocent persons under existing laws.

Areas in 16 states were under federal VE quarantine as of March 20, according to an announcement by the U. S. Department of Agriculture. As of that date the USDA removed quarantines in the District of Columbia, two counties in New York and one county each in Florida and Iowa. Quarantines were imposed in one county in Connecticut and one in Florida.

The attitude of the Department of Agriculture toward the VE problem was questioned this week in a letter written by Wilbur La Roe, general counsel of the National Independent Meat Packers Association, to True D. Morse, Under Secretary of Agriculture. Counsel Le Roe stated:

"We would be the last to underestimate the seriousness of the problem, but although the disease is in no way harmful to humans, there is clear evidence that your Department is handling the matter in exactly the same manner as if it were extremely dangerous to humans.

"We are especially concerned over a

statement made by Dr. Simms at the recent conference in your office. It was clear from his remarks that he is undertaking to demonstrate that his office can put an end to VE, no matter how vigorous the methods employed or how serious the injury inflicted on our members, on the stockyards, and on producers.

"The action taken by Dr. Simms in closing the Indianapolis yard is an illustration. There was not a single case of VE in that yard, yet 12,000 hogs were quarantined there with heavy losses to our members. We submit to you that such heroic and extraordinary measures should not be taken unless the situation is so badly out of control as to justify the declaration of an extraordinary emergency.

"Our losses would be much reduced if our members were permitted to isolate and quarantine hogs showing any evidence of VE, but permitted to slaughter at once other hogs in the lot showing no symptoms. This step could be taken immediately.

"There is, of course, the possibility that hogs so slaughtered may have the disease, although showing not the slightest evidence of it; and it is also possible that their bones may get into garbage; and it is also possible that such garbage may be fed to hogs, (although only a tiny fraction of all garbage is fed to hogs) but I submit to you that it is unfair to our members to assume that all these things are true, and to proceed with damaging and costly measures on the basis of such assumptions.

"Efficient inspection to protect the public health is one thing; use of extraordinary measures having no relation to public health and without declaring an extraordinary emergency is quite another thing. Our members should not be made the victims of an unnecessarily severe administration policy.

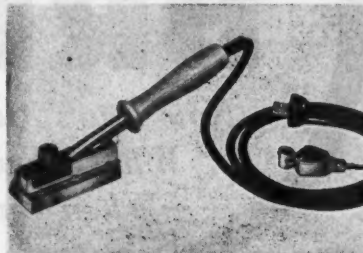
"There will be no complete answer to this problem until the commercial

(Continued on page 39)

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PACKED IN 50 LB. MULTIWALL PAPER BAGS • CARLOAD OR LCL  
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And because this pure brine is *always* 100% saturated, because it *always* contains exactly 2.65 pounds of salt per gallon, your brine measurements are *unfailingly* 100% accurate.

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I am interested in knowing what the *Lixate* Process can do for MY plant. Please have an International Industrial Engineer contact me as soon as possible. I understand there is no cost, no obligation.

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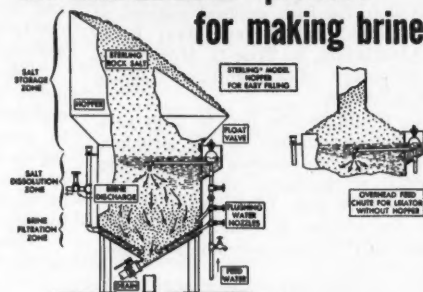
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## the LIXATE\* process for making brine



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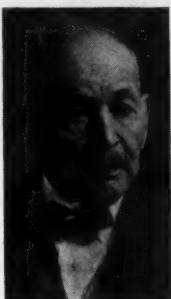
In the dissolution zone—flowing through a bed of Sterling Rock Salt which is continuously replenished by gravity feed, water dissolves salt to form 100% saturated brine. In the filtration zone—through use of the self-filtration principle originated by International Salt Company, the saturated brine is thoroughly filtered through a bed of undissolved rock salt. The rock salt itself filters the brine. Nothing else is needed.

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### Ninety-Fourth Birthday for Oscar F. Mayer

A coast-to-coast party was held this week when employees at the Philadelphia, Los Angeles, Chicago, Madison and Davenport plants of Oscar Mayer & Co. observed the ninety-fourth anniversary of the birth date of Oscar F. Mayer, the firm's founder and dean of the meat packing industry. In accordance with custom the employees enjoyed cake and ice cream on March 27; the actual



O. F. MAYER

birthday is March 29. Mayer was on hand to help the Chicago employees with the celebration.

Mayer, who founded the meat packing company nearly 70 years ago, in 1883, still serves as chairman of the board. He may be found nearly every day in his office at 1241 North Sedgwick st., Chicago. On Sunday, the actual anniversary will be observed in a small family celebration at the Mayer home at 5727 Sheridan rd.

Born of an old Bavarian family noted for its ministers and foresters, founder Mayer immigrated to the United States at the age of 14, living for a while with an uncle in Detroit where, as a butcher boy, he began to learn the meat business with which his name now is synonymous. In 1876 he moved to Chicago, which has been his home, and the home of his business, ever since.

### Armour and Company Marks 50 Years in Cuba

Armour and Company celebrated a half century of service to the people of Cuba at an open house party in Havana that attracted more than 6,000 guests. The visitors viewed the Company's growth via tours that included the canning and sausage kitchens, the smokehouses and the lard and ham packaging departments. O. J. Fischer, manager of the Havana branch house, was host. Chicago guests were J. J. O'Connor, Armour vice president; R. B. Frantz, foreign sales department and J. R. Dupes, advertising department.

A special sales week in conjunction with the fiftieth anniversary was conducted.

### PERSONALITIES and Events OF THE WEEK

►Paul B. Wren, formerly provision manager at the Wilson & Co. plant, Memphis, Tenn., has been appointed general manager of The Provision Co., Division of Wilson & Co., Columbus, Ga. Wren started with Wilson & Co., at Oklahoma City, Okla., in 1934 and in the following years worked at Wilson's Chicago, Omaha, Buenos Aires and Memphis plants.

►Herman W. Seinwerth, Swift & Company, Chicago, Ill., has been appointed assistant manager of the industrial relations department, P. E. Petty, vice president, announced today. Seinwerth joined Swift in 1928 and has been manager of industrial relations for the A. C. Lawrence Leather Co., a division of Swift, since January, 1950. He is past president of the



H. W. SEINWERTH

National Association of Suggestion Systems and author of "Getting Results from Suggestion Plans," the only authoritative book on the subject.

►Lewis Peggs, director of livestock procurement, Kingan & Co., Indianapolis, Ind., for 21 years, is leaving Kingan to serve on an eight-man team hired to supervise the construction and equipment of four meat packing plants in Turkey. His specific assignment will be to set up a livestock procurement program and to assist with

animal feed crops, methods of feeding, upbreeding and improving livestock, and installing a livestock and meat grading system.

►Ben J. Libert has been elected vice president in charge of sales of John J. Felin & Co., Inc., Philadelphia, Pa.



BEN J. LIBERT

Libert, active in the meat-packing industry for more than 30 years, has been general sales manager of Felin's since 1951. He had been associated with John Morrell & Co., Topeka, Kan., previous to his employ by Felin.

Wells E. Hunt, president, and the five other officers of the company were re-elected.

►The Parsons Stockyards, Parsons, Kan., recently completed a \$75,000 expansion program to speed up service to farmers and buyers and to bring all marketing of livestock under all weather protection. Excellent lighting of the yards, a loud speaker system, new scale offices, locks on all pens and gates and ample waiting rooms for customers are some of the newer features. Harry Smith is owner and operator of the stockyards. Lloyd Stafford is operating manager and sanitation supervision is under the direction of Dr. Thomas Crispell.

►Russell Smith, general manager of the canned foods division of Wilson & Co., has been appointed to membership on the National Canners Association convention committee. The committee has the responsibility for planning the 1954 convention of the National Canners Association, which will be held the third week in January in

### Fried & Reineman Packing Elects New Officers

Richard H. Fried was elected president of Fried & Reineman Packing Co., Pittsburgh, Pa., after the resignation of Walter E. Reineman due to ill health. William F. Fried was elected vice president. William F. Fried, Walter E. Reineman, Robert G. MacAlister, John Foertsch and Earnest C. Reif were elected to serve as directors for 1953 of the Reineman Packing Co.

### David J. Harrison Dies

David J. Harrison, president of the C. A. Durr Packing Co., Utica, N. Y. for the past 18 years died March 19. Harrison was also a director of the Eastern Meat Packers Association and a member of the National Independent Meat Packers Association. Harrison's death in a Syracuse hospital followed a brief illness. He was born in Syracuse and spent his early business life there. Surviving are his wife, two sisters and three brothers.





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Atlantic City. The NCA convention, which is held concurrently with the annual convention of The National Food Brokers Association, the National-American Wholesale Grocer's Association, and The Canning Machinery and Supplies Association, constitutes one of the largest meetings held in the United States. Smith has just completed a term as member of the National Cannery Association board of directors. He is chairman of the Washington committee of the National Meat Canners Association and is a past president of that organization.

►In spite of efforts of the Pittsburgh Labor-Management Council to keep the Henry Lohrey Co., Pittsburgh, Pa., in business, the firm announced that it will keep its doors closed permanently and will sell or lease its equipment. William M. Yeager, president, said the decision had been made by the board of directors and that no further statement will be issued. The company, in paying final wages, is paying an additional amount of 2.4 cents per hour retroactive to last August to correct wage inequities.

►Edward Olszewski, American Packing Co., St. Louis, Mo., recalled to active duty last December, is now serving as a lieutenant commander with Carrier Division 15 in the Pacific.

►Oscar Mayer & Co., Madison, Wis., has ended night shift operations in pork slaughter. P. Goff Beach, jr., plant manager, said the night shift was begun to handle the seasonal run of hogs and is no longer warranted.

►Raymond M. Meserve, treasurer, Stearns-Meserve, Inc., Lewiston, Me., announces that construction of the firm's new sausage manufacturing and wholesale meat plant has started. The plant will be built to federal specifications and will be federally inspected. Meserve was formerly with the Auburn Packing Co.

►Herbert A. Given, manager of the Lewiston, Me., branch of Armour and Company for 25 years, retired recently. John Spaulding has assumed Given's duties as manager.

►J. Howard Williams, manager of the Swift & Company plant at Montpelier, Vt., retired recently, thus ending a 40-year career with Swift.

►A new \$125,000 central meat-cutting plant at Camp Pickett, Va., has been opened and is being operated in connection with the Quartermaster cold storage warehouse. The plant will furnish individual "ready-to-cook" meat cuts to troops.

►William E. Robinson and Frank P. Williamson, two veteran employees of Swift & Company, Denver, Colo., totalling 88 years of service, have retired. Robinson joined Swift's Chicago plant in 1906 as a weight taker in the lamb department. He became assistant to the buyer in 1918 and was

## Thos. E. Wilson Host at 4-H Breakfast in Washington

Thomas E. Wilson, chairman, The National Committee on Boys and Girls Club Work, was host at a 4-H Breakfast attended by 170 congressional, government and farm organization



leaders in Washington. Wilson welcomed the guests and reminded them of the importance of the 4-H Clubs in building good leadership and citizenship. Secretary of Agriculture Benson spoke briefly and commended the 4-H Club program for its achievements. A 4-H delegation, including Mr. and Mrs. Thomas E. Wilson, Secretary Benson, G. L. Noble and the national 4-H winners, called on President Eisenhower. Shown with Wilson are the two 1952 national winners in the 4-H Citizenship program, Francis Pressly, Stony Point, N. C., and Adrian Short, Chipley, Ga.

transferred that year to Denver where he became head lamb buyer in 1924. Williamson joined the firm in 1912 as watchman and moved to Denver nine years later. He served the company as a packer and inspector, butcher, foreman, and watchman.

►Stockholders of John Morrell & Co., Ottumwa, Ia., elected Norman B. Shaffer, Iowa City, Ia., to the board of directors to succeed Harry W. Davis, traffic director who recently retired. All other Morrell directors were re-elected.

►Morris Erlbaum is head of the recently established Philadelphia Western Beef and Provision Co., 8 S. Water Street, Philadelphia, Pa.

## Agriculture Advisory Committee to Meet

Actions taken by the Department of Agriculture since inauguration of the new administration will be reviewed by the 14-man interim agricultural advisory committee at a meeting at College Park, Md., on March 30. In calling the meeting Secretary of Agriculture Ezra Taft Benson said that he will seek the group's guidance on agricultural policies and farm programs. Homer Davison, vice president of the American Meat Institute, is a member of the committee.



# *We're behind the 8 ball!*



**The Big Boss  
says "SHOW ME  
HOW TO BETTER SELL  
U. S. Cold Storage  
SPACE!"**

**To be downright honest  
about it, we just don't know how.**

Sure . . . we can tell you about the six big refrigerated warehouses U. S. Cold Storage has and how their locations help to pin point your storage-in-transit and distribution problems.

A very important feature we could tell you about is the quality way, the efficient way refrigerated storage is handled through U. S. Cold Storage.

Then, the different facilities of each U. S. Cold Storage plant . . . each equipped to handle a great many and varied number of products.

But the Big Boss says, "That isn't enough. Show me other ways to better sell U. S. Cold Storage space." That, Boys, is the reason we are behind the eight ball. Maybe you can help us out of this spot. Send us your ideas or insults—we don't care—just send us something.

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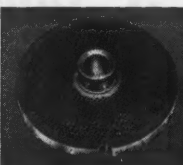
No longer is it "conversation" that SPECO plates are the 'world's finest, cuttingest and wearingest', to paraphrase "The Old Timer." Now, every SPECO plate is individually DIAMOND-TESTED for your protection—before it is shipped—to assure you long, trouble-free performance—today's best plate buy!

Pictured (left) with SPECO's famed "Old Timer" is the one-piece, self-sharpening C-D Triumph Knife with lock-tite holder. Easy to assemble . . . to clean . . . self-sharpening.

Pictured below is SPECO's C-D Cutmore—top quality knife in the low-priced field. Outwears, out-performs costlier knives.

There are six SPECO knife styles . . . a wide variety of SPECO plate styles—in a complete range of sizes for all makes of grinder. All SPECO products are guaranteed.

SPECO's C-D Sausage-Linking Guide increases hand-linking speeds, cuts costs, improves product appearance.



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Make your own taste test at our expense.

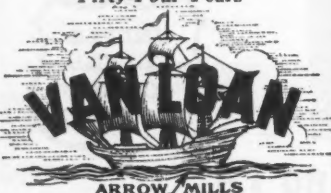
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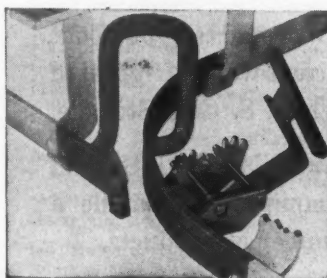
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"Serving the Meat Industry for Fifty-Four Years"



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IMPORTERS, MANUFACTURERS  
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"QUALITY SPICES FOR GENERATIONS"

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Buy the only track switch that includes track curve, stub ends and safety stops.

Complete, ready to use—requires no adjusting.

Attach to track systems with any double hole hangers or weld to track.

### SAVE ON TRACK INSTALLATION

Available in all types for 3/8" or 1/2"x2 1/2" track, and for 1/2"x3" flat or 1-15/16" round bleeding rail.

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SAN FRANCISCO CALIFORNIA

## MISEA Meeting April 25

The 1953 spring meeting of the Meat Industry Supply and Equipment Association will be held at the Palmer House in Chicago, Saturday, April 25. The dinner meeting will be preceded at 5:30 p.m. by a cocktail party in the Crystal Room at the Palmer House. Dinner will be served at 6:30 p.m. This meeting has been arranged to bring together the suppliers to the meat packing industry for an opportunity to discuss informally their mutual interests and problems.

Richard W. Dwyer of Griffith Laboratories, as chairman of the board of directors, will preside at the informal meeting following the dinner. Charles Hess of Speco, Inc., who is program chairman for the meeting and also vice-chairman of the board, will conduct an open forum on matters of interest to all industry suppliers.

Other members of the MISEA board of directors are William R. Hemrich, The Visking Corp.; John W. Hill, The Globe Co.; F. K. Koepke, William J. Stange Co.; Charles F. Mayer, H. J. Mayer & Sons Co.; Harold A. Scherer, The Albright-Nell Co.; C. Oscar Schmidt, Jr., Cincinnati Butchers' Supply Co., and E. P. Schoenthaler, Central Waxed Paper Co. Miss Minita Westcott is managing director of the association.

All suppliers to the meat industry are cordially invited to attend this meeting.

## Trucking Legislation On Weight and Length

A bill introduced in the North Carolina legislature would allow truckers a tolerance of 2,000 lbs. in the gross weight on any axle. This would apply if the excess weight could be distributed over other axles without bringing the average weight per axle in excess of prescribed limits. Penalties for exceeding the tolerance would be increased.

The North Dakota legislature has rejected the trucking industry's plea for an increase in the legal length of trucks from 45 to 50 ft., but has retained the 5 per cent tolerance. Legislation enacted extends reciprocity to trucks of other states, provided a percentage of the fleet is registered according to mileage travelled in N. D. Under other measures approved trucks under 10,000 lbs. are exempted from paying the ton tax and the collection of ton taxes is switched from the state public service commission to the state motor vehicle registrar.

## Michigan Oleo Bills

The Michigan house of representatives defeated a bill which would have repealed a 1891 state law prohibiting use of oleomargarine in state institutions. Another bill is being introduced which would permit use of margarine in schools if approved by the school board.

## NEW TRADE LITERATURE

**Safety Posters for Industry (NL 50):** Funny scenes and comic mice, or serious thoughts and sound advice—you can take your choice from a new directory of occupational safety posters containing 756 miniature illustrations of colorful visual salesmen of safety. Both serious and humorous approaches are used to provide change of pace and to enable the safety director to select the soundest psychological approach to his problems. There is a wide selection of general themes applicable to virtually all industrial fields and some specific posters for the meat industry. The 72-page directory contains advice to safety men on how to choose and use posters effectively, and a detailed index makes it easy to locate all posters on a particular subject.—The National Safety Council.

**Stainless Steel in the Meat Plant (NL 51):** How to clean stainless steel for maximum corrosion free life, how to weld and fabricate stainless steel and specific applications of stainless steel in the meat industry are described in a 24-page colored booklet, "Making the Most of Stainless Steels in the Meat Industry." While pointing out the inherent advantages of stainless such as cleaning, bacteria resistance, etc., the book also tells of practical ways in which the metal can be used and expanded in packing plant operations.—Crucible Steel Co. of America.

**Industrial Temperature Controls (NL 53):** A 24-page, two-color manual presents the basic principles of industrial temperature control in a practical fashion, defining different systems and distinguishing between them so the engineer can select the type most suited to a particular application. The manual discusses eight ways of responding to temperature; five ways of putting that response to work, and nine basic instrument types. It evaluates systems in terms of application engineering.—The Partlow Corp.

**Car Spotters and Pullers (NL 54):** A new book on electric car spotters and drum-type car pullers describes a complete line of equipment for moving railroad cars and other heavy loads, including both vertical capstan and horizontal drum designs. Designed originally for moving railroad cars, the spotters and pullers have been adapted to scores of industrial tasks involving horizontal haulage. Loads can be pulled in any direction and around corners or obstructions when a sheave system is properly arranged.—Link-Belt Co.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only. (3-28-53)

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a longer ride . . .  
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Handcrafted Tires



**DENMAN RUBBER MANUFACTURING CO., Warren, O.**

# WEAR-EVER Aluminum TUBS



Extra heavy reinforcing weld on handle. Bead, and reinforcing ring on bottom, closed with a continuous weld. Seamless construction.

5417-1/2 100 lbs. cap. (56 qts.) 20" top dia. 13" deep

Also—

Same as above, but bead and reinforcing ring not sealed with a continuous weld.

5219-1/2 120 lbs. cap. (65 qts.) 22 1/2" top dia. 12" deep

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5218-1/2 70 lbs. cap. (36 qts.) 19" top dia. 9 1/2" deep

5225-1/2 200 lbs. cap. (102 qts.) 26" top dia. 13" deep

**TOUGH**—these tubs are made from extra hard alloy in heavy gauge sheet aluminum. They resist denting and gouging, last longer, cut replacement costs. Wearing ring on the bottom takes the abuse of rough floors.

**SANITARY, LIGHT**—seamless construction. Bead and wearing ring are sealed with continuous weld. Easy to clean and keep clean. Easy to handle, too, because aluminum is light. Mail the coupon today.

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☐ Send me your catalog

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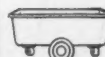
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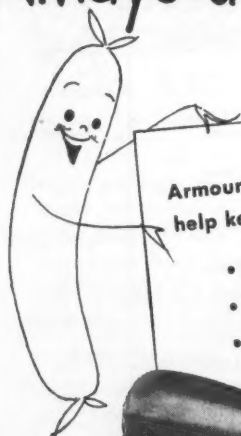
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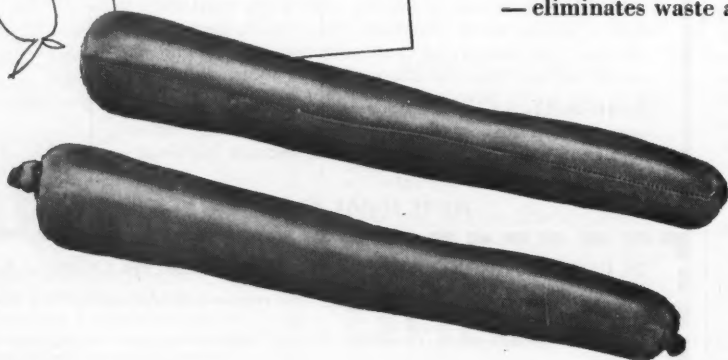
## Always uniform... **IN ARMOUR NATURAL CASINGS!**



**Armour Natural Casings**  
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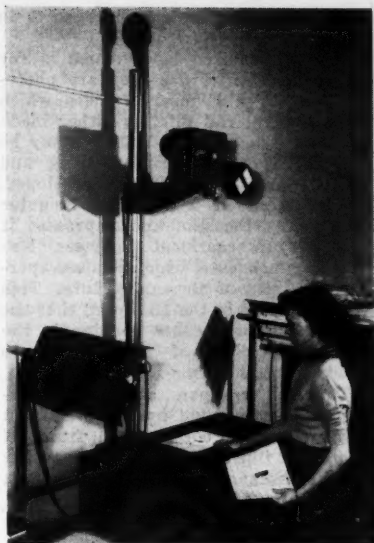
Yes, your sausage will always be uniform,  
because Armour *Natural Casings* are carefully  
graded and inspected for uniform size, shape  
and texture. This insures inviting appearance  
— eliminates waste and breakage.



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Incoming labels are photographed on 35 mm. film, left, mounted on coded cards for easy identification, above, and filed 10,000 to a drawer for ready reference, right.



## 205,000 Meat Labels on File

How USDA can pick out your product labels in a few seconds time

**H**OW WOULD you like to file—so you could find them—205,000 labels covering 9,500 different products put out by 1,000 meat packing plants under 7,500 brand names?

That's the job faced by the trade label division of the Meat Inspection Service, U.S. Department of Agriculture, and it is made even more difficult because the original labels come in a wide variety of shapes, sizes and colors and appear on different materials, such as waxed cartons, cellulose film, artificial casings, parchment and even as stamp impressions.

Federally inspected meat processors must submit their labels to the Meat Inspection Service for approval, and during the period of the label's use it must conform in all respects to the samples filed with the service. While consumer protection is the primary reason for the identification and labeling requirements, the MIS endeavors also to safeguard the interests of the individual processor and of the industry as a whole in setting up its standards and in maintaining the consistency of their application. It is important, therefore, that complete files be maintained on all labels used by inspected establishments.

With the growth of the meat packing industry, the multiplication of its products and the expansion of the federal meat inspection system, the task of filing and finding hundreds of thousands of label originals at the MID Washington headquarters became an impossible nightmare. The odd con-

glomeration of space-consuming items filled 54 four-drawer letter-size files crammed into two rooms—a giant and awe-inspiring "Fibber McGee's closet."

In order to find the label for Rath's beef stew, the clerk looked under Rath, then alphabetically for stew, beef. To find the names of all packers who made beef stew was a three-week job since there were 1,000 places to look, one for each packer. Daily, the Washington office of the service received unusual questions from its 150 field stations and inspected establishments, such as:

"Does anyone package beef fat?"

"Can I put out a sausage meat with the word 'Abruzzi' to signify its type?"

"Can I make a luncheon meat with soya bean flour?"

Somewhere in the 216 file drawers of

wrappers, flattened cartons, casings, etc., were the answers, but each answer required a search in 1,000 places. The old hand filing system failed to keep pace with needs of the service and the industry.

Officials of the Meat Inspection Service realized that something must be done and Dr. A. R. Miller, chief of the service, Fred L. Wilde, administrative officer, and Dr. John R. Scott, head of the trade labels division, told Charles Finnegan, methods examiner for the MIS, to set up a new label filing system.

In line with the progressive attitude with which the MIS has handled the meat inspection program in recent years, Finnegan developed a modern and business-like system in which mic-

Dr. J. R. Scott, chief, Trade Label division, USDA, checks actual meat packers label against microfilmed copy blown up on viewing screen.





# NEVERFAIL *Pre-Seasoning* 3 DAY HAM CURE FOR YOUR EASTER HAMS

The Man You Knew



The Founder of  
H. J. Mayer & Sons Co., Inc.

NEVERFAIL, the original *spiced* cure, produces a rich, full-bodied flavor, different from all other hams. In addition, the *natural* spices in NEVERFAIL have antioxidant properties . . . as proved by recent independent research studies. Send for complete information.

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*The Casing House*

rofilm and electronics are merged to do the job.

As the required labels come in for approval prior to use they are photographed by a Filmsort camera which uses 35 mm. roll film, in either black and white or colored. The film may be cut at any point for developing and printing and when the film is developed, it is placed in a Filmsort mounter which cuts the film and impresses it into an International Business Machines punch card which has an aperture the size of the cut picture. This is so mounted in the IBM card that the picture does not cause a bulge in the cards regardless of how many are stacked together.

Thus the wrappers, cartons and casings are supplanted by neat, uniform cards, each with a 1¼x1¼ in. frame of microfilm illustrating a label varying in size from a beef side stamp to a ham wrapper.

After the film is mounted on the card, the card is punched with the information necessary to identify the label, such as establishment number, approval date, approval number, type of product, brand name, etc. With an IBM sorter the film "deck" of cards is set up in accurate file order.

The IBM cards with Filmsort pictures of approved labels are filed 10,000 to a drawer. At the present time there are approximately 250,000 labels filed in three punch card cabinets where previously the same labels occupied 54 four-drawer files.

Electronics have eliminated memory from the filing system. Duplicate punched "decks" of cards (without film) are used to set up "telephone directories" for the label collection. As Finnegan explains:

"We have as many labels in the files as there are people in San Diego. Why should we memorize labels? No one memorizes a telephone book. They use it to look up numbers. We made telephone books for our labels."

One of the directory arrangements consists of an alphabetical listing of all meat products showing the packer and brand. With the cards in this order they were run through a tabulator that printed the information. Working from this list anyone in the MIS can look up beef stew and find all the producers in three minutes instead of three weeks.

The cards were also employed to tabulate a list arranged by packers and, under packers, by products. Under another listing the label collection is broken down by brand name and within brands by packer. Given a brand name, the service can determine instantly who makes what and where.

By eliminating memory from the filing system the MIS is also eliminating duplicate files. The field stations, for example, need a list of approved labels, not the files of labels they originally maintained. Given the lists they can get required labels from inspectors at individual plants. Thus 150 duplicate filing systems are eliminated, one for each field station.

The "telephone book" system lists

labels in every possible way of looking or asking for them. Once the label is identified, file clerks quickly extract a film card which, in turn, is read through a microfilm viewer. This brings the film copy of the label back to its normal size and where color film has been used the viewer presents the colors as shown on the original label.

No request for information is unusual now; a label is either in the lists or not in the files. Finnegan cites the search for a particular type of sausage meat label. The new filing system, within a few minutes, showed that there were only three labels for this type of product on file out of 205,000 labels.

In the course of a year the Meat Inspection Service will receive for approval approximately 25,000 labels and will have several thousand discontinued labels to be rescinded.

Benefits of the new system are great: the saving of countless hours of hand labor in filing and finding; an 88 per cent reduction in Washington file space and the elimination of files at 150 field stations. These mean expense reductions totaling many thousands of dollars. In addition, the service is now in a position to give its staff and meat processors the information they want when they need it.

*Western Germany plans to import from Denmark about 6,600 tons of lard and 13,200 tons of butter this year.*

## FLASHES ON SUPPLIERS

**MARATHON CORPORATION:** E. V. Krueger, recently named meat and vegetable oil packaging sales manager



K. K. KOEHLER



H. G. STOEBBAUER



H. B. TOMSON



R. E. BONINI

for this Menasha, Wis., firm, has announced the appointment of three regional sales managers and a merchandising manager to assist in the company's accelerated program of meat package sales. They are: Karl K. Koehler, eastern sales manager; H. G. Stoegbauer, central sales manager; H. B. Tomson, western sales manager, and Robert E. Bonini, merchandising manager. Koehler, with Marathon for 25 years, will direct sales in eastern Ohio, West Virginia, Virginia, eastern Tennessee, Alabama and all points east of these states. He will headquarter in New York City. Stoegbauer will make Chicago his headquarters and supervise sales in the territory of western Ohio, Kentucky, western Tennessee, Mississippi, Louisiana, Arkansas, eastern Missouri, Iowa, Minnesota and all areas within this perimeter. Tomson's territory comprises North and South Dakota, Nebraska, western Missouri, Oklahoma, Texas and all areas west of these states, with headquarters in Kansas City. Bonini, who was a sales representative for Marathon in Iowa, has moved to Menasha.

**SUTHERLAND PAPER CO.:** C. N. Sturtevant, this Kalamazoo, Mich., firm's representative in the Baltimore-Washington territory for several years, has been assigned to the area covering most of Virginia and North Carolina with headquarters in Richmond. William C. Nash covers Sturtevant's former territory.

**ONLY 50¢ A DAY**  
keeps your truck  
"REFRIGERATOR COLD"  
on hottest days

with a **LOW COST**  
**AIR INDUCTION**  
**CONDITIONER**

### FOR NIGHT HOLDOVER OF MEAT PRODUCTS

With the new AIR INDUCTION transformer package your truck can now be loaded with perishables overnight without fear of any loss, or running down of your truck battery.

Write today for complete information

**AIR INDUCTION CORP.**

122 West 30th Street, New York 1, N. Y.

Stop shrinkage, spoilage, sweating and discoloration—protect all your valuable meat loads, more efficiently, for as little as fifty cents a day.

The dependable Air Induction Conditioner costs less to operate than any other refrigeration method, actually less than ice bunkers or packing in ice. It never needs replacement parts, can't rust, can't break down.

This economical unit costs less to own—as much as 80% less than ordinary mechanical refrigeration units. Yet it keeps your truck uniformly cold during the hottest weather, even when you open truck doors repeatedly. Your meat stays moist and fresh—as fresh as when you load it.

Start today, protect your valuable meat loads for the scorching summer months ahead "the natural way." Order the amazing Air Induction Conditioner. It takes less than an hour to install.

### CLIP AND MAIL THIS COUPON TODAY

Yes, send me more information on low cost Air Induction Conditioners.

Number of trucks \_\_\_\_\_

Inside Dimensions: Height \_\_\_\_\_ Length \_\_\_\_\_ Width \_\_\_\_\_

Please send me literature, prices, full information.

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

MPI





## WE FIT THE LONG AND THE SHORT AND THE TALL

Just as Continental offers a variety of first-class cans for meat products, so we have a variety of helpful services for the people who pack them. Our entire operation is based on the idea of giving each customer service that is *hand-tailored* to fit his individual requirements.

That means more than giving you the right container for your product

and processing methods. You get deliveries scheduled to your needs and not to our convenience. Research, engineering and trouble-shooting services are available in the amount you need—when and where you want them.

Why not give our Tailor-Made Package Service a trial? We're sure we can fit your requirements right down to the last button.



## CONTINENTAL CAN COMPANY

Continental Can Building,  
100 E. 42nd Street, New York 17, N. Y.



**EASTERN DIVISION**  
100 E. 42nd St., New York 17

**CENTRAL DIVISION**  
135 So. La Salle St., Chicago 3

**PACIFIC DIVISION**  
Russ Building, San Francisco 4



# February Meat Foods Processing Down Sharply From January and Year Ago

**T**HE VOLUME of meats and meat foods prepared and processed under federal inspection during the four-week period covering all of February, showed decreases in output of all items

sufficiently large to indicate a general reduction compared with the five weeks of January and a few days of the past year, and a five-week period a year before. Total production as re-

ported by the U.S. Department of Agriculture amounted to 1,202,977,000 lbs. against 1,383,102,000 lbs. in January and 1,719,900,000 lbs. last year.

Amounts of beef and pork, processed in various ways, dropped sharply from the other two periods compared, the accompanying chart indicates. Total of all sausage, loaf, head cheese, chili and jellied products added up to 117,554,000 lbs. against 128,406,000 lbs. in January and 144,746,000 lbs. a year ago.

Steaks, chops and roasts at 48,614,000 lbs., while not a readily compared decrease from the 53,742,000 lbs. put up in the five weeks in January this year, were down sharply from the 106,488,000 lbs. last year. Slicing of bacon, with the volume of the raw product in a seasonal decline, amounted to 56,656,000 lbs., compared with 63,382,000 lbs. in the five weeks of January and 72,924,000 lbs. a year ago. The same trend was true in process-

## MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—FEB. 1-28, 1953, COMPARED WITH JAN. 27-MAR. 1, 1952

	Feb. 1-28 1953	Jan. 27-Mar. 1 1952	Dec. 28, 1952-Feb. 28 1953	Jan.-Feb. 1951
Placed in cure—				
Beef	8,483,000	9,750,000	17,491,000	17,187,000
Pork	250,306,000	375,245,000	552,386,000	672,138,000
Other	89,000	141,000	242,000	221,000
Smoked and/or dried—				
Beef	3,558,000	5,092,000	8,324,000	9,834,000
Pork	165,695,000	232,816,000	349,894,000	406,476,000
Cooked meat—				
Beef	5,313,000	5,937,000	10,721,000	11,283,000
Pork	20,819,000	38,928,000	46,379,000	60,317,000
Other	334,000	222,000	538,000	516,000
Sausage—				
Fresh finished	17,103,000	23,443,000	37,418,000	43,440,000
To be dried or semi-dried	9,073,000	10,633,000	19,105,000	18,554,000
Franks, wieners	35,768,000	43,346,000	73,643,000	76,501,000
Other, smoked or cooked	41,649,000	50,233,000	87,107,000	88,728,000
Total sausage	103,593,000	127,655,000	217,273,000	227,223,000
Loaf, head cheese, chilli,				
jellied products	13,961,000	17,061,000	28,687,000	30,634,000
Steaks, chops, roasts	48,614,000	106,488,000	102,356,000	190,232,000
Bouillon cubes, extract	260,000	337,000	601,000	509,000
Sliced bacon	56,656,000	72,924,000	120,088,000	133,140,000
Sliced, other	4,404,000	3,159,000	8,722,000	5,678,000
Hamburger	10,648,000	18,520,000	19,905,000	33,050,000
Miscellaneous meat product	3,384,000	4,337,000	6,465,000	7,528,000
Lard, rendered	150,129,000	251,295,000	356,292,000	459,085,000
Lard, refined	113,020,000	174,627,000	242,481,000	316,530,000
Rendered pork fat—				
(1) stock	8,161,000	10,000,000	17,278,000	18,380,000
Edible tallow	7,344,000	8,024,000	14,038,000	13,877,000
Rendered				
Refined	5,592,000	6,180,000	11,547,000	11,164,000
Compound containing animal fat	29,064,000	28,905,000	59,733,000	50,201,000
Oleomargarine containing animal fat	2,512,000	1,656,000	5,010,000	3,281,000
Canned product (for civilian use and Dept. of Defense)	183,307,000	201,493,000	371,898,000	363,305,000
†Total	1,202,977,000	1,719,900,000	2,586,079,000	3,069,801,000

†This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

## MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN JANUARY, 1953

	Slicing and institutional size (3 lbs. or over)	Consumer packages or shelf size (under 3 lbs.)
Luncheon Meat	17,340,000	9,107,000
Canned hams	19,980,000	980,000
Corried beef hash	164,000	5,926,000
Chili con carne	1,780,000	9,088,000
Viennais	122,000	4,300,000
Franks, wieners in brine	3,000	1,183,000
Deviled ham		470,000
Other potted or deviled meat food products		3,426,000
Tamales	167,000	1,808,000
Sliced dried beef	29,000	369,000
Liver product	78,000	171,000
Meat stew (all product)	51,000	5,930,000
Spaghetti products	370,000	4,292,000
Tongue (other than pickled)	83,000	378,000
Vinegar pickled products	941,000	1,494,000
Bulk sausage		936,000
Hamburger, roasted or cured beef, meat and gravy	81,000	2,276,000
Soups	1,373,000	59,808,000
Sausage in oil	197,000	203,000
Tripe		635,000
Brains		327,000
Bacon	38,000	210,000
All other meat with meat and/or meat by-products—20% or more	288,000	5,595,000
Less than 20%	582,000	14,444,000
Total	43,620,000	134,986,000

## CUTTING MARGINS ON HOGS IMPROVE CONSIDERABLY

(Chicago costs and credits, first two days of week)

Cutting margins on hogs improved considerably, placing all three weight groups in the best position in several weeks. Light hogs showed plus factors in a sharp rate of gain as live costs dropped to the lowest in some time and prices on some meat cuts increased.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct. live wt.	Price per cwt.	Value per cwt.	fin. yield	Pct. live wt.	Price per cwt.	Value per cwt.	fin. yield	Pct. live wt.	Price per cwt.	Value per cwt.	fin. yield	Pct. live wt.	Price per cwt.	Value per cwt.
Skinned hams	12.7	52.0	\$ 6.60	\$ 9.41	12.7	51.0	\$ 6.48	\$ 9.03	13.0	50.2	\$ 6.53	\$ 9.03		
Picnics	5.7	29.3	1.67	2.37	5.5	29.0	1.60	2.22	5.4	29.4	1.59	2.18		
Boston butts	4.3	40.2	1.73	2.45	4.1	39.5	1.62	2.28	4.1	39.5	1.62	2.25		
Loins (blade in)	10.2	44.0	4.49	6.42	9.9	43.5	4.31	6.04	9.7	43.0	4.17	5.76		
Lean cuts			\$14.49	\$20.65			\$14.01	\$19.57			\$13.91	\$19.28		
Bellies, S. P.	11.1	36.2	4.02	5.76	9.6	35.7	3.43	4.82	4.0	32.8	1.31	1.50		
Bellies, D. S.					2.1	24.0	.50	.72	8.6	24.0	2.06	2.88		
Fat backs					3.2	8.5	.27	.38	4.6	9.4	.48	.69		
Plates and jowls	2.9	9.8	.28	.40	3.1	9.8	.30	.41	3.5	9.8	.36	.50		
Raw leaf	2.3	9.8	.23	.31	2.2	9.8	.22	.31	2.2	9.8	.22	.30		
P.S. lard, rend. wt. 13.9	9.2	1.28	1.83	12.4	9.2	1.14	1.59	10.4	9.2		.96	1.33		
Fat cuts and lard			\$ 5.81	\$ 8.30			\$ 5.86	\$ 8.22			\$ 5.34	\$ 7.41		
Sparr ribs	1.6	38.0	.61	.87	1.6	31.2	.50	.72	1.6	21.0	.34	.46		
Regular trimmings	3.3	20.7	.68	.97	3.1	20.7	.64	.87	2.9	20.7	.60	.85		
Feet, tails, etc.	2.0	8.4	.17	.24	2.0	8.4	.17	.24	2.0	8.4	.17	.24		
Offal & misc.			.55	.80			.55	.79			.55	.78		
TOTAL YIELD & VALUE	70.0		\$22.31	\$31.83	71.5		\$21.73	\$30.41	72.0		\$20.91	\$29.02		
			Per cwt. alive				Per cwt. alive				Per cwt. alive			
Cost of hogs		\$20.50		Per cwt. fin. yield		\$20.63		Per cwt. fin. yield		\$20.52		Per cwt. fin. yield		
Condemnation loss		.10				.10				.10				
Handling and overhead		1.40				1.21				1.09				
TOTAL COST PER CWT.		\$22.60		\$31.43		\$21.94		\$30.69		\$21.71		\$30.14		
TOTAL VALUE		22.31		31.83		21.73		30.41		20.91		29.02		
Cutting margin		\$.31		\$.40		\$.28		\$.28		\$.20		\$.12		
Margin last week		-.80		-1.30		-1.51		-2.08		-1.95		-2.73		

ing of pork fat. Lard rendering dropped to 150,129,000 lbs. from 206,168,000 lbs. in January and 251,295,000 lbs. a year before.

In canning operations, an unusual development was in evidence compared with January production. While total product in the 3-lb. and larger sized cans dropped to 43,620,000 lbs. from 49,507,000 lbs. in January, the volume of product in the under 3-lb. cans rose to 134,986,000 lbs. against 134,691,000 lbs. the month before. A year ago, with much more pork available for canning, total output in the two sizes was 56,281,000 lbs. and 142,578,000 lbs., respectively.

The proportion of luncheon meats to canned hams in the larger cans was 17,340,000 and 19,685,000 lbs., respectively, the past month, while in January these figures were 21,393,000 and 21,899,000 lbs.

## Reduced Production of Beef, Veal And Pork Cuts Total Output By 2%

**M**EAT production under federal inspection for the week ended March 21 dropped slightly from the week before as a result of smaller output of beef, veal, and pork, according to the U.S. Department of Agri-

amounts from the week before. Slaughter of all species, except hogs ranged well above a year ago. Production of pork decreased slightly for the week despite the small increase in kill, indicating lower average weights.

### ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended March 21, 1953, with comparisons

	Beef		Veal		Pork (excl. lard)		Lamb and Mutton		Total Meat
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	Prod.
Week Ended	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	1,000	mil. lb.	mil. lb.
March 21, 1953...	305	167.8	121	12.2	1,159	152.6	208	13.1	346
March 14, 1953...	316	178.8	126	12.7	1,152	153.6	265	19.0	353
March 23, 1952...	290	111.4	95	9.4	1,348	176.6	223	11.2	309

#### AVERAGE WEIGHTS (LBS.)

	Cattle		Calves		Hogs		Sheep and Lambs		Per 100	Total
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	lbs.	lbs.
Week Ended	1,000	550	180	101	236	132	105	49	14.8	40.6
March 21, 1953...	1,000	550	180	101	238	133	105	49	14.3	39.2
March 14, 1953...	1,000	557	175	99	238	131	105	50	15.5	49.7

culture. Total output, estimated at about 346,000,000 lbs., represented a 2 per cent decrease from the previous week, but outweighed last year's production of 309,000,000 lbs. by 12 per cent.

Slaughter of cattle and calves declined moderately, while butchering of hogs and sheep increased by small

Output of lard worked the same way.

Cattle slaughter numbered about 305,000 animals for an 11,000-head decrease from the previous week, but was still over 50 per cent more than the 200,000 killed commercially during the corresponding period last year. Beef production was off proportionately at 167,800,000 lbs. compared with

173,800,000 lbs. the preceding week. Last year it was considerably less at 111,400,000 lbs.

Packers butchered 121,000 head of calves during the week, or 5,000 less than the week before, but more than the 95,000 a year ago. As veal, the week's slaughter amounted to 12,200,000 lbs. of meat against 12,700,000 lbs. the week previous and 9,400,000 lbs. last year.

Hog slaughter, under a 7,000 increase over the preceding week, numbered 1,159,000 head, but fell far short of the 1,348,000 butchered a year ago. Production of pork, however, dropped somewhat to 152,600,000 lbs. as against 153,600,000 lbs. the week before and 176,600,000 lbs. last year. Output of lard gained slightly, reaching 40,600,000 lbs. compared with 39,200,000 lbs. the previous week, but lagged below last year's output of 49,700,000 lbs.

Slaughter of sheep and lambs rose to 268,000 head from 265,000 the week before and 223,000 last year, resulting in 13,100,000, 13,000,000 and 11,200,000 lbs. for the three weeks, respectively.

### CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended March 21, with comparisons:

	Week Mar. 21	Previous Week	Cor. Week 1952
Cured meats, pounds	4,632,000	4,557,000	15,267,000
Fresh meats, pounds	23,678,000	22,385,000	23,568,000
Lard, pounds	3,850,000	3,229,000	5,028,000



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CHICAGO 11, ILL.



# MEAT and SUPPLIES PRICES CHICAGO

## WHOLESALE FRESH MEATS CARCASS BEEF

Native steers	Mar. 25, 1953
Prime, 600/800	39 @ 40
Choice, 500/700	35 1/2 @ 36
Choice, 700/800	35 1/2 @ 36
Good, 700/800	33 1/2
Commercial cows	27 1/2
Can. & cut.	26 @ 26 1/2
Bulls	29 1/2 @ 30

## STEER BEEF CUTS\*

Prime:	
Hindquarter	50.00@51.0
Forequarter	29.00@31.0
Round	44.00@46.0
Trimmed full loin	78.00@80.0
Regular chuck	31.00@34.0
Foreshank	13.00@16.0
Brisket	21.00@24.0
Rib	55.00@56.0
Short plate	9.00@10.0
Choice:	
Hindquarter	44.00@46.0
Forequarter	28.00@30.0
Round	44.00@46.0
Trimmed full loin	63.00@66.0
Regular chuck	31.00@34.0
Foreshank	13.00@16.0
Brisket	21.00@24.0
Rib	42.00@45.0
Short plate	9.00@10.0
Good:	
Round	40.00@42.0
Regular chuck	30.00@32.0
Brisket	21.00@24.0
Rib	40.00@42.0
Loins	52.00@56.0

## BEEF PRODUCTS

Tongues, No. 1	33 @ 35
Brains	7
Hearts	14
Livers, selected	52
Livers, regular	37
Tripe, scalded	5
Tripe, cooked	6 1/2
Lips, scalded	6
Lips, unscalded	5 1/2
Lungs	4 1/2
Melts	4 1/2
Udders	4 1/2

## BEEF HAM SETS

Knuckles	46 @ 47
Insides	44 @ 45
Outsides	46 @ 47

## FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	37 @ 38
Veal breads, under 12 oz.	67
12 oz. up	74
Calf tongues, under 1 1/2	26
1 1/2-2	28 @ 30
Ox tails, under 3/4 lb.	10.50
Over 3/4 lb.	10.50

## WHOLESALE SMOKED MEATS

(l.c.l. prices)

Hams, skinned, 14/16 lbs., wrapped	56 @ 62
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	58 @ 65
Hams, skinned, 16/18 lbs., wrapped	54 1/2 @ 60
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	56 1/2 @ 64
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	48 @ 54
Bacon, fancy square cut, seedless, 12/14 lbs., wrapped	43 @ 47
Bacon, No. 1 sliced, 1-lb. open-faced layers	54 @ 61 1/2

## VEAL—SKIN OFF\*

(Carcass  
(l.c.l. prices))

Prime, 80/110	\$42.00@45.00
Prime, 110/150	43.00@46.00
Choice, 80/110	39.00@42.00
Choice, 110/150	39.00@42.00
Good, 80/100	30.00@34.00
Good, 100/100	34.00@38.00
Good, 110/150	34.00@38.00
Commercial, all wts.	25.00@29.00

## CARCASS LAMBS\*

(l.c.l. prices)

Prime, 30/50	\$42.00@45.00
Choice, 30/50	42.00@45.00
Good, all weights	36.00@43.00

\*March 26 prices.

## CARCASS MUTTON\*

(l.c.l. prices)

Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

## SAUSAGE MATERIALS— FRESH

Pork trim., reg. 40%, bbls. 21	@ 22
Pork trim., guar. 50%	lean, bbls. 24
Pork trim., 80% lean, bbls.	43 1/2 @ 44
Pork trim., 95% lean, bbls.	50 @ 52
Pork cheek meat, trmd., bbls.	32 @ 33
Bull meat, bon'ls, bbls.	39 @ 40
C.C. cow meat, bbls.	36
Beef trimmings, bbls.	28 @ 28 1/2
Bon'ls clucks, bbls.	39
Beef cheek meat, trmd., bbls.	25
Beef head meat, bbls.	23 1/2 @ 24
Shank meat, bbls.	40
Veal trim., bon'ls, bbls.	31 @ 32

## FRESH PORK AND PORK PRODUCTS

(l.c.l. prices)

Hams, skinned, 10/14	52 @ 53
Hams, skinned, 14/16	51
Pork loins, regular	12/down, 100's 46
Pork loin, boneless, 100's	73
Shoulders, skinned, bone-in	36
Picnics, 4/8 lbs., loose	30
Picnics, 6/8 lbs., loose	29 1/2
Boston butts, 4/8 lbs.	42 @ 43
Tenderloins, fresh, 10's	90 @ 92
Neck bones, bbls.	9 1/2 @ 10
Livers, bbls.	19 @ 20
Brains, 10's	10
Ears, 30's	11 @ 12
Snouts, lean-in, 100's	10
Feet, s.c., 30's	6 1/2 @ 7

## SAUSAGE CASINGS

(l.c.l. prices)

(l.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1 1/2 to 1 1/2 in.	50 @ 65
Domestic rounds, over 1 1/2 in., 140 pack	85 @ 1.05
Export rounds, wide, over 1 1/2 in.	1.30 @ 1.50
Export rounds, medium, 1 1/2 @ 1 1/2 in.	90 @ 1.00
Export rounds, narrow, 1 1/2 in. under	1.10 @ 1.40
No. 1 weasands, 24 in. up	12 @ 15
No. 1 weasands, 22 in. up	9 @ 12
No. 2 weasands	8
Middles, sewing, 1 1/2 in.	90 @ 1.25
Middles, select, wide, 2 @ 2 1/2 in.	1.55 @ 1.60
Middles, select, extra, 2 1/2 @ 2 1/2 in.	1.95 @ 2.10
Middles, select, extra, 2 1/2 in. & up	2.50 @ 2.60
Beef bungs, export, No. 1	18 @ 23
Beef bungs, domestic, dried or salted bladders, per piece:	15 @ 17
12-15 in. wide, flat.	14 @ 17
10-12 in. wide, flat.	9 @ 10
8-10 in. wide, flat.	5 @ 8
Pork casings:	
Extra narrow, 29 mm. & dn.	4.00 @ 4.35
Narrow, mediums, 29 @ 32 mm.	4.00 @ 4.10
Medium, 32 @ 35 mm.	2.55 @ 2.85
Spec. med., 35 @ 38 mm.	1.65 @ 1.80
Export rounds, 34 in. cut	30 @ 33
Large prime bungs, 34 in. cut	20 @ 23
Medium prime bungs, 34 in. cut	14 @ 17
Small prime bungs	8 @ 11
Middles, per set, cap. off.	50 @ 60

## DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	99 @ 1.01
Thuringer	46 @ 50
Farmer	82 @ 84
Holsteiner	81 @ 84
B. C. Salami	85 @ 87
Genoa style Salami, ch.	93 @ 98
Pepperoni	76 @ 80

## PACKERS

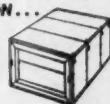
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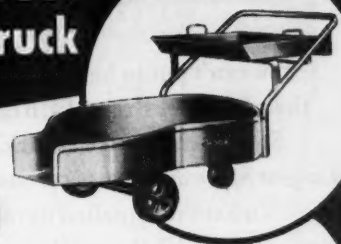
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Finest materials throughout. Heavy steel, welded, and hot dip galvanized after fabrication. Body is 50 x 33 1/2-in., 8-in. deep, with 1-in. rim turned down for extra strength. Removable pluck pan is 26 x 26-in., 3-in. deep. Overall: 69-in. long, 37 1/2-in. wide, 35-in. high. Ship. wt. about 200-lb.

No. 1700—With steel wheels, journal bearings.....\$126  
No. 1701—With synthetic rubber tread wheels, roller bearings.....\$141  
No. 1703—With body and pluck pan of stainless steel. Synthetic rubber tread wheels, roller bearings.....\$325

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WORLD'S LARGEST SPICE AND EXTRACT HOUSE  
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#### DOMESTIC SAUSAGE

(L.c.l. prices)		
Pork sausage, hog casings...	43	@46
Pork sausage, sheep cas...	50	@55
Frankfurters, skinless...	43	@63.7
Bologna...	43	@46
Bologna, artificial cas...	41	@45
Smoked liver, hog bung...	43	@49½
New Eng. lunch, spec...	66	@89
Tongue and blood...	48	@51
Souse...	36	@38
Polish sausage, fresh...	50	@55
Polish sausage, smoked...	54	@55

#### SPICES

(Basis Chgo., orig. bbls., bags, bales)	Whole	Ground
Allspice, prime...	36	40
Resitied...	38	42
Chili powder...	47	47
Chili Pepper...	47	47
Cloves, Zanzibar...	1.92	2.02
Ginger, Jam., unbl...	22	32
Ginger, African...	20	26
Mace, fancy, Banda...	1.35	1.35
East Indies...	1.31	1.31
Mustard flour, fancy...	37	37
No. 1...	33	33
West India Nutmeg...	48	48
Paprika, Spanish...	51	51
Pepper, Cayenne...	58	58
Red, No. 1...	54	54
Pepper, Packers...	1.76	2.08
Pepper, white...	1.79	1.88
Malabar...	1.76	1.85
Black Lampung...	1.76	1.85

#### SEEDS AND HERBS

(L.c.l. prices)	Whole	Ground for Saus.
Caraway seed...	15	20
Cominos seed...	22	27
Mustard seed, fancy...	23	27
Yellow American...	15	15
Oregano...	24	32
Coriander, Morocco...	11	16
Natural No. 1...	11	16
Marjoram, French...	34	45
Sage, Dalmatian...	52	66

#### CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$ 9.30
Salt, refined, n. ton, f.o.b. N.Y.	11.25
Small crystals...	14.00
Medium crystals...	15.40
Pure rfd., gran., nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt—	
Salt, in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.	\$22.00
Granulated...	25.50
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo.	25.50
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	6.40
Refined standard cane gran., basis	8.70
Refined standard beet gran., basis	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La.	8.40
less 2%	7.72
Celose dextrose, per cwt.	7.72
L.C.L. ex-warehouse, Chgo.	7.62
C/L Del. Chgo.	7.62

#### PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Mar. 24	San Francisco Mar. 24	No. Portland Mar. 24
<b>FRESH BEEF (Carcass):</b>			
<b>STEER:</b>			
Choice:			
500-600 lbs.	\$38.00@39.00	\$40.00@42.00	\$38.50@41.00
600-700 lbs.	37.00@38.00	38.00@40.00	38.00@40.00
Good:			
500-600 lbs.	35.00@37.00	38.00@39.00	37.00@39.00
600-700 lbs.	33.00@35.00	36.00@38.00	36.00@38.00
Commercial:			
350-500 lbs.	34.00@36.00	35.00@37.00	35.00@38.00
<b>COW:</b>			
Commercial, all wts.	28.00@31.00	33.00@36.00	31.00@35.00
Utility, all wts.	27.00@29.00	29.00@33.00	30.00@33.00
<b>FRESH CALF:</b>	(Skin-Off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	45.00@47.00	None quoted	46.00@51.00
Good:			
200 lbs. down	41.00@44.00	None quoted	45.00@50.00
<b>FRESH LAMB (Carcass)</b>		Spring Lamb	
Prime:			
40-50 lbs.	41.00@43.00	45.00@47.00	43.00@45.00
50-60 lbs.	38.00@42.00	None quoted	43.00@45.00
Choice:			
40-50 lbs.	41.00@43.00	43.00@45.00	43.00@45.00
50-60 lbs.	38.00@42.00	None quoted	43.00@45.00
Good, all wts.	37.00@41.00	42.00@44.00	40.00@44.00
<b>MUTTON (EWE):</b>			
Choice, 70 lbs. down	24.00@27.00	None quoted	21.00@24.00
Good, 70 lbs. down	24.00@27.00	None quoted	21.00@24.00
<b>FRESH PORK CARCASSES (Packer Style)</b>		(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	34.00@35.00	None quoted
120-160 lbs.	33.50@35.00	33.00@35.00	34.00@35.50
<b>FRESH PORK CUTS No. 1:</b>			
<b>LOINS:</b>			
8-10 lbs.	50.00@53.00	52.00@56.00	53.00@57.00
10-12 lbs.	50.00@53.00	52.00@54.00	53.00@57.00
12-16 lbs.	50.00@53.00	50.00@52.00	51.00@55.00
<b>PICNICS:</b>			
4-8 lbs.	35.00@39.00	39.00@41.00	37.00@40.00
<b>PORK CUTS No. 1:</b>	(Smoked)	(Smoked)	(Smoked)
HAM, Skinned:			
12-16 lbs.	57.00@65.00	62.00@65.00	59.00@64.00
16-18 lbs.	57.00@63.00	59.00@62.00	None quoted
<b>BACON, "Dry Cure" No. 1:</b>			
6-8 lbs.	48.00@57.00	55.00@58.00	53.00@57.00
8-10 lbs.	43.00@54.00	52.00@55.00	51.00@56.00
10-12 lbs.	43.00@54.00	None quoted	49.00@54.00
<b>LARD, Refined:</b>			
1-lb. cartons	14.00@15.50	14.50@16.00	14.00@16.00
50-lb. cartons and cans.	13.00@14.50	12.50@14.50	None quoted
Terces	12.50@14.00	12.00@13.50	11.50@15.00

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# CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

## CASH PRICES

F.O.B. CHICAGO  
CHICAGO BASIS

WEDNESDAY, MARCH 25, 1953

### REGULAR HAMS

	Fresh or F.F.A.	Frozen
8-10	49 1/2n	49 1/2n
10-12	49 1/2n	49 1/2n
12-14	49n	49n
14-16	47 1/2n	47 1/2n
16-18	48n	48n
18-20	47 1/2n	47 1/2n
20-22	47 1/2n	47 1/2n

### SKINNED HAMS

	Fresh or F.F.A.	Frozen
10-12	52n	52n
12-14	51 1/2n	51 1/2n
14-16	50 1/2 @ 50 1/2	50 1/2 @ 50 1/2
16-18	50 1/2	50 1/2
18-20	50 1/2	50n
20-22	50n	50n
22-24	49n	49n
24-26	48n	48n
26-28	47 1/2n	47 1/2n
28/up	2's in. 46 1/2	46n

### PICNICS

	Fresh or F.F.A.	Frozen
4-6	29 1/2 @ 29 1/2	29 1/2
6-8	29 1/2 @ 29 1/2	29 1/2
8-10	30 @ 30 1/4	30n
10-12	30 @ 30 1/4	30n
12-14	30 @ 30 1/4	30n
8/up	2's in. 30 @ 30 1/4	30n

### OTHER CELLAR CUTS

	Fresh or Frozen	Cured
Square jowls	15	14n
Jowl butts	10 1/2 @ 11	11 1/2
S. P. jowls		11 1/2n

### BELLIES (Square Cut)

	Green	Cured
6-8	37 1/2	39n
8-10	37	38 1/2n
10-12	35 1/2 @ 35	36 @ 36 1/2n
12-14	34 1/2 @ 33 1/2	35 @ 35 1/2n
14-16	33 1/2	34n
16-18	32 1/2	32n
18-20	30 1/2	

### GR. AMN. BELLIES

	Clear
18-20	26 1/2n
20-25	26 1/2
25-30	26
30-35	25 1/4
35-40	24 1/2
40-50	17 1/2b

### D. S. BELLIES

	Clear
18-20	25
20-25	25
25-30	24
30-35	22 1/4n
35-40	20n
40-50	18b

### FAT BACKS

	Fresh or Frozen	Cured
6-8	8 1/2n	9n
8-10	9n	9 1/2n
10-12	10n	10 1/2n
12-14	10 1/2n	11 1/2n
14-16	11n	11 1/2n
16-18	11 1/2n	12 1/2n
18-20	11 1/2	12 1/2n
20-25	11 1/2	12 1/4

### BARBELED PORK

	Clear Fat Back	Pork	Cured
60/70			28n
70/80			27n
80/100			25n
100/125			

## LARD FUTURES PRICES

FRIDAY, MARCH 20, 1953

	Open	High	Low	Close
Mar. 10.35	10.50	10.30	10.37 1/2	
May 10.70	10.70	10.55	10.67 1/2	
July 11.00	11.07 1/2	10.90	11.05a	
Sept. 11.30	11.45	11.30	11.45n	
Oct. 11.50	11.60	11.50	11.60n	
Nov. ....			11.50n	

Sales: 3,720,000 lbs.  
Open interest, at close Thurs.,  
Mar. 19: Mar. 13, May 950, July 876,  
Sept. 406, Oct. 32, and Nov. 10 lots.

MONDAY, MARCH 23, 1953

	May 10.55	10.55	10.40	10.40
July 10.97 1/2	10.97 1/2	10.80	10.80b	
Sept. 11.37 1/2	11.37 1/2	11.25	11.25a	
Oct. 11.45	11.45	11.35	11.35b	
Nov. ....			11.45a	

Sales: 5,280,000 lbs.  
Open interest, at close Fri., Mar.  
20: Mar. 11, May 935, July 874, Sept.  
407, Oct. 34, and Nov. 10 lots.

TUESDAY, MARCH 24, 1953

	May 10.50	10.60	10.47 1/2	10.60b
July 10.80	11.00	10.80	11.00	
Sept. 11.25	11.37 1/2	11.25	11.37 1/2b	
Oct. ....			11.45n	
Nov. ....			11.45n	

Sales: 3,320,000 lbs.  
Open interest at close Mon., Mar.  
23: May 921, July 880, Sept. 420, Oct.  
32, and Nov. 10 lots.

WEDNESDAY, MARCH 25, 1953

	May 10.45	10.67 1/2	10.50	10.55a
July 11.15	11.15	10.92 1/2	10.95	
Sept. 11.45	11.45	11.25	11.32 1/2b	
Oct. ....			11.45a	
Nov. ....			11.45a	

Sales: 2,680,000 lbs.  
Open interest at close Tues., Mar.  
24: May 927, July 883, Sept. 423,  
Oct. 32, and Nov. 10 lots.

THURSDAY, MARCH 26, 1953

	May 10.50	10.57 1/2	10.45	10.57 1/2b
July 10.90	11.00	10.87 1/2	11.00n	
Sept. 11.27 1/2	11.30	11.27 1/2	11.30b	
Oct. ....			11.45b	
Nov. ....			11.45n	

Sales: 1,000,000 lbs.  
Open interest at close Wed., Mar.  
25: May 911, July 899, Sept. 422, Oct.  
32, and Nov. 10 lots.

## CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California during February was reported to THE NATIONAL PROVISIONER as follows:

	No.
Cattle	28,097
Calves	18,373
Hogs	21,070
Sheep	22,184

Meat and lard production for February:

	Lb.
Sausage	3,455,556
Pork and beef	5,973,998
Lard and substitutes	439,868
Total	9,869,422

As of February 28, California had 105 meat inspectors. Plants under state inspection totaled 308, and plants under state approved municipal inspection totaled 86.

## PACKERS' WHOLESALE LARD PRICES

	Refined lard, tierces, f.o.b.	Chicago
		\$13.50
	Refined lard, 60-lb. cartons, f.o.b. Chicago	
		13.50
	Kettle rend., tierces, f.o.b. Chicago	
		14.00
	Leaf, kettle rend., tierces, f.o.b. Chicago	
		15.50
	Lard flakes	
		18.50
	Neutral tierces, f.o.b. Chicago	
		18.50
	Standard Shortening "N. & S."	
		22.00
	Hydrogenated Shortening "N. & S."	
		23.75

\*Delivered.

## WEEK'S LARD PRICES

	P.S. Lard Tierces	P.S. Lard Loose	Raw Leaf
Mar. 20	10.50n	9.50n	10.50n
Mar. 21	10.50n	9.50n	10.50n
Mar. 22	10.50n	9.25	10.25n
Mar. 24	10.62 1/2n	9.25n	10.25n
Mar. 25	10.37 1/2n	9.25n	10.25n
Mar. 26	10.37 1/2n	9.25n	10.25n

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This 8-page booklet, "Studying the Installation," is yours for the asking. It contains important facts you should know and consider, when selecting the proper pump, and when making an efficient, successful pump installation.



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SWEETS

**Viking** PUMP COMPANY  
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## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.  
Chicago Office, 332 S. Michigan Ave.

## MARKET PRICES

NEW YORK

### WHOLESALE FRESH MEATS CARCASS BEEF

	Mar. 25, 1953
	Per cwt.
	Western
Prime, 800 lbs./down	\$42.00@45.00
Prime, 800/900	38.00@40.00
Choice, 800 lbs./down	37.50@40.00
Choice, 800/900	36.50@38.00
Good, 500/700	35.00@37.00
Steer, commercial	None quoted
Cow, commercial	28.00@30.00
Cow, utility	27.00@29.00

### BEEF CUTS

	City
Prime:	
Hindquarter	\$50.00@ 58.0
Forequarter	None quoted
Round	43.00@ 46.0
Hip r'd with flank	42.00@ 45.0
Loin, untrimmed	80.00@ 90.0
Short loin, trimmed	None quoted
Sirloin, butt bone in	None quoted
Rib	55.00@ 62.0
Arm chuck	34.00@ 38.0
Brisket	25.00@ 27.0
Short plate	13.00@ 14.0
Flank	10.00@ 12.0
Full plates	None quoted
Forequarter (Kosher)	39.00@ 42.0
Arm chuck (Kosher)	None quoted
Brisket (Kosher)	26.00@ 28.0

Choice:	
Hindquarter	43.00@ 50.0
Forequarter	None quoted
Round	41.00@ 45.0
Hip r'd with flank	41.00@ 45.0
Loin, untrimmed	60.00@ 68.0
Short loin, trimmed	None quoted
Sirloin, butt bone in	None quoted
Rib	48.00@ 52.0
Arm chuck	33.00@ 36.0
Brisket	25.00@ 27.0
Short plate	13.00@ 14.0
Flank	10.00@ 12.0
Full plates	None quoted
Forequarter (Kosher)	38.00@ 40.0
Arm chuck (Kosher)	None quoted
Brisket (Kosher)	26.00@ 28.0

### FANCY MEATS

	(l.c.l. prices)
	Cwt.
Veal breads, under 6 oz.	70.00
6 to 12 oz.	100.0
12 oz. up	125.00
Beef kidneys	25.
Beef livers, selected	65.0
Beef livers, selected	8.5@125.0
Oxtails, over 1/4 lb.	35.0

### LAMBS

	(l.c.l. prices)
	City
Prime, 30/40	\$52.00@55.00
Prime, 40/50	46.00@50.00
Prime, 50/60	42.00@46.00
Choice, 30/40	52.00@54.00
Choice, 40/50	46.00@50.00
Good, 30/40	48.00@52.00
Good, 40/50	44.00@48.00
Good, 50/60	42.00@46.00
	Western
Prime, 50/down	\$46.00@50.00
Prime, 50/60	43.00@46.00
Prime, 60/70	39.00@43.00
Choice, 50/down	46.00@50.00
Choice, 50/60	43.00@46.00
Good, all wts.	42.00@46.00

### FRESH PORK CUTS

	(l.c.l. prices)
	Western
Pork loins, 12/down	\$49.00@50.00
Pork loins, 12/16	48.00@50.00
Hams, sknd., 14/down	54.00@56.00
Boston butts, 4/8 lbs	43.00@44.00
Spareribs, 3/down	41.00@43.00
Pork trim., regular	22.00
Pork trim., spec. 80%	46.00
	City
Hams, sknd., 14/down	\$56.00@58.00
Pork loins, 12/down	51.00@54.00
Pork loins, 12/16	None
Pieces, 4/8	35.00@38.00
Boston butts, 4/8 lbs	46.00@48.00
Spareribs, 3/down	44.00@46.00

### VEAL—SKIN OFF

	(l.c.l. prices)
	Western
Prime, 80/110	\$44.00@48.00
Prime, 110/150	44.00@50.00
Choice, 50/80	37.00@42.00
Choice, 80/100	40.00@45.00
Choice, 110/150	40.00@45.00
Good, 58/80	34.00@38.00
Good, 80/150	36.00@40.00
Commercial, all wts.	36.00@35.00

### DRESSED HOGS

	(l.c.l. prices)
100 to 136 lbs.	\$34.50@37.50
137 to 153 lbs.	34.50@37.50
154 to 171 lbs.	34.50@37.50
172 to 188 lbs.	34.50@37.50

### BUTCHERS' FAT\*

	(l.c.l. prices)
Shop fat	1/4 c lb.
Breast fat	1/2 c lb.
Inedible suet	1/4 c lb.
Edible suet	1/4 c lb.

\*Butcher advocate prices.

### LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, March 25, were reported as follows:

CATTLE:	
Steers, ch. & prime	\$22.50@24.50
Steers, choice	22.00@23.00
Steers, good	20.00@21.50
Heifers, gd. & ch.	20.00@22.00
Heifers, util. & com'l	17.00@20.00
Cows, util. & com'l	13.50@15.00
Cows, can., cut.	12.00@13.50
Bulls, good	14.00@15.00
Bulls, util. & com'l	15.00@17.50
Bulls, can. & cut.	11.00@12.00

HOGS:	
Good, ch., 190/200	\$20.50@21.00
Good, ch., 200/220	20.50@21.00
Gd., ch., 220/240	20.50@21.00
Gd., ch., 240/270	20.00@20.50
Gd., ch., 270/300	19.50@20.00
Sows, 400/down	19.00@19.50

LAMBS:	
Choice & prime	\$23.25 only
Good & choice	22.25@22.50



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- ENDURINGLY STRAIGHTER
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Tolco edge-grained, hard maple, laminated cutting and trimming tops for meat packers, canners and sausage manufacturers are electronically glued with radio waves under high pressure. This original process plus Tolerton policy of providing more laminations per foot of board surface assures a top which is straighter, flatter, more sturdy and especially resistant to warpage. Write for Illustrated Folder Today.

## THE TOLERTON COMPANY

265 Freedom Avenue

Alliance, Ohio

# BY-PRODUCTS....FATS AND OILS

## TALLOW AND GREASES

Wednesday, March 25, 1953

The erratic nature of the tallow and greases market of recent weeks was finally erased the past week, and a more settled market was evident. Most materials were offered at the going prices, but buying interest was lacking. Few tanks of B-white grease traded at 4½¢, and additional tanks at 4¼¢, all c.a.f. Chicago. Three tanks of yellow grease sold at 4¢, c.a.f. Chicago. On Friday, sellers continued to hold firm; choice white grease was bid at 5½¢, c.a.f. East, and offered at 5¼¢. Several tanks of yellow grease sold at 3½¢, c.a.f. Chicago.

On Monday of the new week, moderate interest was displayed on the part of eastern sources, but purchasing power in the midwest was again lacking. Consequently, offerings of some product came out at fractionally lower levels, without takers. Prime tallow was offered at 4½¢, and special tallow at 4¼¢, Chicago. B-white grease, however, was held firm at 4¼¢, Chicago, with last sales recorded at 4¼¢. No. 2 tallow was bid at 3¼¢@3½¢, c.a.f. eastern point.

Consumers in the midwest stepped into the market on Tuesday and again bought some product at reduced quotas. Several tanks each of bleachable fancy tallow sold at 4½¢, prime tallow at 4¼¢, and special tallow at 4¼¢ and 4¢, all c.a.f. Chicago. Few tanks of choice white grease sold at 5½¢ and 5¼¢, c.a.f. East. Several tanks of yellow grease traded at 3½¢, c.a.f. Chicago. Few more tanks of yellow grease sold at 4¢, c.a.f. Chicago, and 4½¢, c.a.f. East. Several tanks of B-white grease moved at 4¼¢, c.a.f. Chicago. Two tanks of original fancy tallow sold at 5¢, c.a.f. Chicago. Several tanks of choice white grease moved at 5¼¢, c.a.f. East. Few more tanks of original fancy tallow sold at 5¼¢, c.a.f. East. Several

## BY-PRODUCTS MARKETS

Wednesday, March 25, 1953

### Blood

Unground, per unit of ammonia  
(bulk) ..... \*5.00@5.25n

### Digester Feed Tankage Materials

Wet rendered, unground, loose, ..... \*6.25n  
Low test ..... \*5.25n  
High test ..... 2.25@3.00  
Liquid stick tank cars, ..... 2.25@3.00

### Packinghouse Feeds

50% meat and bone scraps, bagged, \$80.00@85.00  
50% meat and bone scraps, bulk, 70.00@80.00  
55% meat scraps, bulk, 85.00@95.00  
60% digester tankage, bulk, 75.00@85.00  
60% digester tankage, bagged, 80.00@90.00  
80% blood meal, bagged, 125.00  
70% standard steamed bone meal, bagged (spec. prep.), 75.00

### Fertilizer Materials

High grade tankage, ground, per unit ammonia ..... \$4.75@5.25  
Hoof meal, per unit ammonia ..... 7.00@7.25

### Dry Rendered Tankage

Low test ..... Per unit Protein \*1.30n  
High test ..... \*1.15

### Gelatine and Glue Stocks

Calf trimmings (limed) ..... Per cwt. 1.50@1.75  
Hide trimmings (green, salted), 15.00@17.50  
Cattle jaws, skulls and knuckles, per ton 65.00n  
Pig skin scraps and trimmings, per lb. 5¢

### Animal Hair

Winter coil dried, per ton, \*55.00@60.00  
Summer coil dried, per ton, \*37.50n  
Cattle switches, per piece, 5¢  
Winter processed, gray, lb., 10 @11  
Summer processed, gray, lb., 3 @ 3½n

n—nominal. a—asked.  
\*Quoted delivered basis.

more tanks of prime tallow sold at 4¼¢, Chicago basis.

Wednesday's activity centered around choice white grease, which traded at 5¼¢ and 6¢, c.a.f. East, and the latter figure bid for additional tanks. Yellow grease and No. 1 tallow traded at 3¼¢, c.a.f. Chicago, several tanks involved. Bleachable fancy tallow talked 5@5½¢, delivered East. Few tanks of special tallow sold at 4¼¢, c.a.f. Chicago. Several tanks of yellow grease moved at 4½¢, c.a.f. East. Rumors were cur-

## VEGETABLE OILS

Wednesday, March 25, 1953

Most selections in the vegetable oil market experienced little or no activity early in the week at prices unchanged to slightly easier. Trading of soybean oil was concentrated mostly in April shipment, and a fair volume moved at 13½¢. A couple tanks of immediate shipment sold early at 13½¢, as did a comparable amount of March shipment, seller's tanks. A fair quantity of May shipment sold early at 13¼¢ and June shipment in light volume at 13½¢. Bids for all shipments were lowered ¼¢ in the afternoon, with sellers maintaining higher offering levels which created a near stalemate.

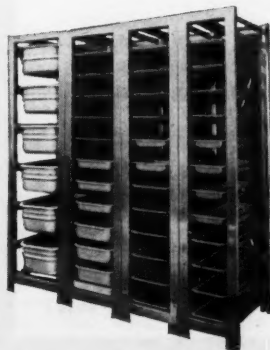
According to some reports, very little cottonseed oil was available in the Valley and Southeast and no trading could be uncovered. The market in both areas was pegged at 14¼¢, nominal basis. Oil in Texas was offered at distant points at 14¼¢, but buying interest was lacking at that price. Corn oil sold in a small way at 14¼¢, but offerings were few at that figure. Peanut oil was bid at 24¢, but unsold. Coconut oil for spot shipment was offered at 20½¢, but failed to attract buyers.

Trading of soybean oil was extremely light Tuesday, at prices mostly

rent that bleachable fancy tallow sold at 4½¢, c.a.f. Chicago, but not confirmed.

**TALLOW:** Wednesday's quotations: edible tallow, 5½@5¼¢; original fancy tallow, 4@5¢; bleachable fancy tallow, 4¼¢; prime tallow, 4¼¢; special tallow, 4¼¢; No. 1 tallow, 3¼¢; and No. 2 tallow, 3¼¢.

**GREASES:** Wednesday's quotations: choice white grease, 5@5½¢; A-white grease, 4¼¢; B-white grease, 4¼¢; yellow grease, 3¼@4¢; house grease 3¼¢; and brown grease, 2¼@3¼¢.



## New PAN-L-RACKS

- \* Four models accommodate standard widths, all lengths McClintock platters, pans, utility lugs.
- \* Individual models can be joined together in any combination or used singly.

Illustration shows how platters, pans, lugs may be used in the four different widths. Height 6 ft., depth 2½ in.

## SAVE SPACE IN ANY COOLER OR BLOOM ROOM ...SIMPLIFY MEAT STORAGE AND HANDLING

- \* Light, strong RUST-PROOF aluminum alloy used throughout.
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LITERATURE AND PRICES ON REQUEST!

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steady. All sales were accomplished early in the day, as refiners were completely out of the market by mid-afternoon due to higher offering levels. March shipment cashed in light volume, (reportedly five tanks) at 13½c, with one tank rumored at 13¼c. April shipment also sold at 13½c, but forward positions went unsold. June shipment was called 13½c and July at 13¼c, both nominal.

The cottonseed oil market was unchanged to slightly higher in some instances. Valley oil sold at 14½c, and on one occasion at 15c. The market in the Southeast was quoted at 15c, nominal. Cottonseed oil in Texas traded at 14½c at Lubbock and at 14¼c at Waco. Corn oil sold at 14¼c, but some offerings were priced up to 14½c, f.o.b. midwest. Peanut oil moved at 24½c for quick shipment, while buying interest for March shipment was expressed in some trading areas at 24c. Actual sales of coconut oil could not be confirmed and the market was relatively unchanged, although some offerings were priced up to 21c.

One of the lowest volume days for some time was experienced in the edible oil market at midweek. Less than ten tanks of soybean oil were traded, according to reports. March shipment sold at 13½c and April shipment sold at 13½c western point, equal to 13½c Decatur basis. July shipment sold at 13¼c and August at 13½c. All offerings later in the day were priced ¼c

to ¼c over buying ideas.

Cottonseed oil sold in a limited way at 15c in the Valley and the market in the Southeast was unchanged at 15c, nominal. Texas oil continued to trade at 14½c and 14¼c, depending on location. A small quantity of corn oil sold at 14½c for nearby shipment. Peanut oil was bid at 24c, but offerings did not come out at that level. Spot shipment coconut oil was bid at 20¼c, without action.

**CORN OIL:** Small volume traded at ¼c decline from bulk of last week's sales.

**SOYBEAN OIL:** Midweek activity

### VEGETABLE OILS

Wednesday, March 25, 1953

Crude cottonseed oil, carlots, f.o.b. mills	15pd
Valley	15n
Southeast	14½pd
Texas	14¼pd
Corn oil in tanks, f.o.b. mills	14½pd
Peanut oil, f.o.b. Southern mills	24b
Soybean oil, Decatur	13½pd
Coconut oil, f.o.b. Pacific Coast	20¼a
Cottonseed foots	15n
Midwest and West Coast	1½
East	1½

n—asked. n—nominal. pd—paid. b—bid.

### OLEOMARGARINE

Wednesday, March 25, 1953

White domestic vegetable	28
Yellow quarters	29
Milk churned pastry	24
Water churned pastry	23

### OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	7½
Extra oleo oil (drums)	11

slack; market down ¼c from the preceding week.

**PEANUT OIL:** Buying interest down 2c from same time last week.

**COCONUT OIL:** Offerings priced ½c lower than last week's levels.

**COTTONSEED OIL:** Market unchanged pricewise, but trading limited. Cottonseed oil prices in New York were quoted as follows:

FRIDAY, MARCH 20, 1953

	Open	High	Low	Close	Prev. Close
May	17.07	...	...	17.20	17.15
July	16.85b	...	...	16.90	16.90
Sept.	15.90b	...	...	15.98	16.00
Oct.	15.65b	...	...	15.65b	15.65b
Dec.	15.53b	...	...	15.55b	15.60
Jan.	15.50n	...	...	15.50n	15.50n
Mar., '54	15.40n	...	...	15.40n	15.40n

Sales: 82 lots.

MONDAY, MARCH 23, 1953

May	17.12b	...	...	15.20n	15.40n
July	16.85b	16.86	16.78	16.80b	16.90
Sept.	15.90b	15.93	15.83	15.85b	15.98
Oct.	15.60b	15.50	15.50	15.50b	15.65b
Dec.	15.50b	15.30	15.30	15.32b	15.55b
Jan.	15.50n	...	...	15.30n	15.50n
Mar., '54	15.40n	...	...	15.20n	15.40n

Sales: 47 lots.

TUESDAY, MARCH 24, 1953

Mar.	15.20n	...	...	15.30n	15.20n
May	17.08	17.20	17.08	17.25b	17.10b
July	16.80b	16.95	16.85	16.94	16.80b
Sept.	15.85b	15.97	15.90	15.94b	15.85b
Oct.	15.48b	15.57	15.55	15.60b	15.50b
Dec.	15.30n	...	...	15.43b	15.32b
Jan.	15.20n	...	...	15.40n	15.30n

Sales: 119 lots.

WEDNESDAY, MARCH 25, 1953

May	17.26	17.30	17.15	17.20	17.25b
July	16.90b	16.99	16.89	16.91	16.94
Sept.	15.98	16.00	15.85	15.92	15.94b
Oct.	15.60b	...	...	15.50b	15.60b
Dec.	15.45b	15.40	15.40	15.38b	15.43b
Jan.	15.40n	...	...	15.35n	15.40n
Mar.	15.30n	...	...	15.30n	15.30n

Sales: 126 lots.

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**BEEF · VEAL**

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**FREE** Our Laboratory facilities are available free to help you determine quantities to be used and methods of operation.

**THE E. KAHN'S SONS CO.**

Cincinnati 25, Ohio

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# HIDES AND SKINS

Big packer hide movement light at ½c gain Tuesday—Midweek activity slack—Small packer and country hide markets dull—Calfskin sales at declining levels—Demand for sheepskins good, but actual sales limited.

## CHICAGO

**PACKER HIDES:** There was fair interest on the part of both tanners and dealers the beginning of the week, but the usual Monday's quietness prevailed. Packers withheld offerings, although steady prices were generally bid for some selections.

A scattered amount of trading materialized Tuesday, and a ½c gain was registered for selections sold, except light native cows which moved at last sale prices. The rise in prices was attributed largely to exporters, rather than domestic tanner participation. More hides were offered after the sales were consummated, but buyers did not enthusiastically follow the advance and late afternoon activity fell short. About 30,000 hides traded, the largest volume in heavy native steers. Some 16,000 brought 13c. Approximately 8,000 branded steers sold at 11½c for the butts and 11c for the Colorados. An additional car of Colorados sold at 11c. About 6,000 River, Chicago and heavy St. Paul native cows traded at 14½c, 15c and 15½c, respectively. A lot of 1,200 light Milwaukee native cows sold steady at 18c.

Tanners did not enter the market to any great extent until midweek and only a few sales were reported. Offerings of branded steers, heavy native steers and, particularly light native cows, were available but were generally unsold due to tanner resistance to the gain registered Tuesday. Branded cows were bid at 13c for northern and 13½c for lighter average points. Some sources thought light native cows might sell off ½c in order to move material. Actual sales during the day amounted to 1,200 heavy native cows at 15½c, 1,000 Chicago at 15c and 1,200 heavy native steers at 13c.

**SMALL PACKER AND COUNTRY HIDES:** Both markets experienced a dearth of activity, due mainly to lack of buying interest. The 50-lb. average small packer hides were quoted in a range of 14½c to 15c, but was believed to be a temporary quotation as a lower price structure was gradually developing. The 60-lb. average were pegged at 13½c and 12c on the brands, but no movement was heard at either level. Good locker butcher country hides were offered at 12½c and as high as 13½c, and rendered were listed at 12c, nominal.

**CALFSKINS AND KIPSKINS:** Although small lots of kipskins moved early last week at steady levels, no movement was recorded this week. Calfskins, however, traded late Monday,

and 35,000 all-weight northern calfskins, with St. Paul lights included, sold at 50c and 47½c for the St. Pauls. These prices represented a 2½c decline on the heavies and 3½c on the lights.

**SHEEPSKINS:** Demand was particularly good for the No. 2 and No. 3 shearlings, but offerings of No. 2's at 1.75 and No. 3's at 1.10 were unsold up to midweek. Movement was thought possible at 5c under offering levels later in the week. The No. 1 shearlings sold at 2.50, which was considered steady. Fall clips were not too plentiful, but some sources thought it would take 3.00 to move stock, if good quality. Dry pelts continued to move at 28c. Pickled skins were quoted in a range of 12.50@13.00, with sales reported in the spread at 12.75, per doz., flat.

## CHICAGO HIDE QUOTATIONS

	PACKER HIDES		Cor. Week
	Week ended	Previous	
	Mar. 25, 1953	Week	1952
Nat. steers	11 1/2 @ 18	12 1/2 @ 18	12 1/2 @ 17 1/2
Hvy. Texas			
stra. ....	11 1/2 n	11 1/2 n	11 1/2
Butt branded			
stra. ....	11 1/2 n	11	11 1/2
Col. str. ....	11 n	10 1/2	10 1/2
Ex. light Tex.			
stra. ....	10 n	10 1/2 n	17 n
Brand'd cows	13 @ 13 1/2 n	13 @ 13 1/2	14
Hy. nat. cows	14 1/2 @ 15 1/2	15	14 1/2 @ 15 1/2
Lt. nat. cows	18 n	18	16 1/2 @ 17 1/2
Nat. bulls	11 n	11	11 1/2 n
Brand'd bulls	10 n	10	10 1/2 n
Calfskins, Nor.			
10/15 ....	50	57 1/2	40
10 down ....	45 @ 47 1/2	50 @ 51 n	32 1/2
Kips, Nor.			
nat., 15/25	37 1/2 n	37 1/2 n	26
Kips, Nor.			
branded ...	32 1/2 n	32 1/2 n	23 1/2

## SMALL PACKER HIDES

STEERS AND COWS:			
60 lbs. and over	13 @ 13 1/2	13 @ 13 1/2	13 @ 13 1/2 n
50 lbs. ....	14 1/2 @ 15 n	14 1/2 @ 15 n	14 @ 14 1/2 n

## SMALL PACKER SKINS

Calfskins, under			
15 lbs. ....	40 n	40 n	31 n
Kips, 15/30 ....	30 @ 32 n	30 @ 32 n	26 @ 27
Slunks, reg. ....	1.50 n	1.50 n	1.00
Slunks, hairless ..	50 n	50 n	40 n

## SHEEPSKINS

Pkr. shearlings			
No. 1 ....	2.50 n	2.25 @	2.50 @ 2.60
Dry Pelts ...	28 n	28 n	35 @ 36
Horsehides			
untrimd. ....	9.50 @ 10.00 n	9.50 @ 10.00 n	7.50 @ 8.00

## CHICAGO HIDE MOVEMENT

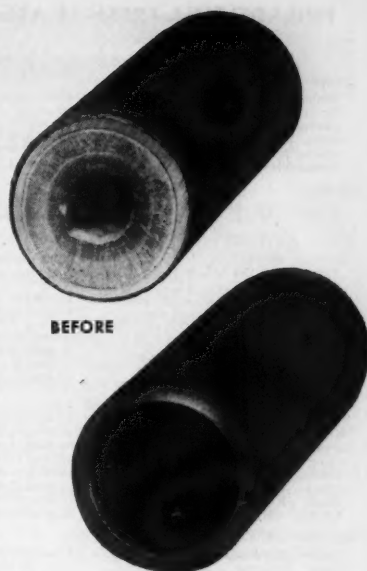
Receipts of hides at Chicago for the week ended March 21, 1953, were 6,133,000 lbs.; previous week, 6,950,000 lbs.; same week 1952, 4,032,000 lbs.; 1953 to date 58,297,000 lbs.; same period 1952, 54,544,000 lbs.

Shipments for the week ended March 21, 1953, totaled 3,946,000 lbs.; previous week, 3,821,000 lbs.; corresponding week, 1952, 3,572,000 lbs.; this year to date, 41,981,000 lbs.; corresponding week, 1952, 45,371,000 lbs.

## EASTERN BY-PRODUCTS MARKET

New York, Mar. 25, 1953

Dried blood was quoted Wednesday at \$5.00 to \$5.50 per unit of ammonia. Low test wet rendered takage was priced at \$5.50 per unit of ammonia. Dry rendered tankage was listed at \$1.10 per protein unit.



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AFTER descaling with  
Oakite Compound No. 32

DON'T ROD OUT SCALE

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OAKITE COMPOUND No. 32 did all the work on this pipe—did it better, faster, far more safely than any mechanical method.

Oakite Compound No. 32 *dissolves* scale and rust as it circulates—often makes dismantling of equipment unnecessary. Removes *all* deposits—flows into areas inaccessible to rod and drill. Does not affect sound metal surfaces—does not change dimensions of tubes and piping.

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condensers      heaters  
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**OAKITE**  
MATERIALS • METHODS • SERVICE

Technical Service Representatives Located in Principal Cities of United States and Canada

## PHILADELPHIA FRESH MEATS

(Tuesday, March 24)

### WESTERN DRESSED

#### BEEF (STEER):

Prime, 600-800	None quoted
Choice, 600-800	\$38.50@41.00
Choice, 800-900	37.00@38.50
Good, 500-700	35.00@37.75
Commercial, 350-600	31.00@33.00
Commercial, 350-600	31.00@33.00

#### COW:

Commercial, all wts.	29.00@31.00
Utility, all wts.	28.00@30.00

#### VEAL (SKIN-OFF):

Prime, 80-110	None quoted
Prime, 110-150	None quoted
Choice, 50-80	44.00@46.00
Choice, 80-110	44.00@46.00
Choice, 110-150	43.00@46.00
Good, 50-80	34.00@38.00
Good, 80-110	36.00@40.00
Good, 110-150	35.00@40.00
Commercial, all wts.	32.00@36.00
Utility, all wts.	25.00@30.00

#### LAMB:

Prime, 30/45	46.00@49.00
Prime, 45/55	44.00@46.00
Prime, 55/65	39.00@44.00
Choice, 30/45	46.00@48.00
Choice, 45/55	43.00@46.00
Choice, 55/65	38.00@43.00
Good, all wts.	40.00@45.00
Utility, all wts.	34.00@38.00

#### MUTTON (EWE):

Choice, 70/down	None quoted
Good, 70/down	None quoted

#### PORK CUTS—CHOICE LOINS:

(Bladeless included) 12/down	48.00@50.00
(Bladeless included) 12-16	48.00@49.00
(Bladeless included) 16-20	None quoted

#### BUTTS, BOSTON STYLE, 4-8:

	43.00@45.00
--	-------------

#### SPARERIBS, 3 lbs. down:

	40.00@42.00
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### LOCALLY DRESSED

#### STEER BEEF CUTS:

	Prime	Choice
Hindqtrs., 600/800	\$50.00@55.00	\$46.00@49.00
R'd., no flank	45.00@48.00	45.00@48.00
Hip r'd., with flank	45.00@48.00	45.00@47.00
Full loin, unit.	54.00@60.00	46.00@50.00
Short loin, tr.	105.00@115.00	72.00@78.00
Flank	10.00@12.00	10.00@12.00
Rib	55.00@60.00	46.00@50.00
Arm chuck	34.00@36.00	33.00@35.00
Or. cut chuck	33.00@35.00	32.00@34.00
Brisket	25.00@27.00	25.00@27.00
Short plates	10.00@14.00	10.00@14.00

## CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended March 21, 1953 was 13.4, according to a report by the U. S. Department of Agriculture. This ratio was compared with the 13.3 ratio reported for the preceding week, with the 9.0 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling for \$1.576 per bu. in the week ended March 21, 1953, \$1.566 per bu. in the previous week and \$1.867 per bu. for the same period a year earlier.



More and more packers prefer pickles by GOLDSMITH. Why not give your sausage products a real sales-winning taste appeal by simply adding Goldsmith's Sweet Diced Pickles to your present formulas? This low-cost sales-builder improves appearance . . . creates new demand. HIRAM CUKE also sez: Give your products really distinctive appeal with Diced Sour and Dill Pickles . . . Sweet and Sour Chunks . . . Diced Red and Green Peppers. Write GOLDSMITH today . . . we specialize in serving packers and sausage makers.

# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS

### Provisions

The live hog top at Chicago was \$21.00; average, \$20.65. Provision prices were quoted as follows:

Under 12 pork loins, 43; 10/14 green skinned hams, 50% @ 52; Boston butts, 40; 16/down pork shoulders, 35 nominal; 3/down spareribs, 39; 8/12 fat backs, 9% @ 10%, regular pork trimmings, 21 nominal; 18/20 DS bellies, 25; 4/6 green picnics, 29% @ 29%; 8/up green picnics, 30 @ 30%.

P.S. loose lard was quoted at 9.25 nominal and P.S. lard in tierces at 10.37 1/2 nominal.

### Cottonseed Oil

Closing cottonseed oil prices in New York were quoted as follows: May, 17.19-18; July, 16.84b-87a; Sept., 15.87b-90a; Oct., 15.50b-65a; Dec., 15.37b-40a; Jan., 15.35a; and Mar., 15.30n.

Sales: 36 lots.

## January Meat Price Index

The U.S. consumer price index on meat, poultry and fish in January, based on an average of 46 cities on the 1947-49 basis of 100 per cent, was 110.9, or 2.1 per cent less than the 113.0 recorded for the month before and 117.1 per cent in January, 1952, the Bureau of Labor Statistics has reported. Among the large cities, Chicago had the lowest meat index of 105.6 compared with 113.8 for New York, and 113.2 for Los Angeles.

## JANUARY COTTONSEED OIL

Cottonseed oil consumption during January amounted to 256,200 barrels, or almost 7,000 barrels more than the 249,450 barrels consumed the month before, but less than the 320,100 barrels in January, 1952, the Bureau of Census has reported. The visible supply at the close of January amounted to 3,344,100 barrels against 3,457,800 at the end of December and 2,407,500 barrels at the close of January, last year.

## N. Y. HIDE FUTURES

### FRIDAY, MARCH 20, 1953

	Open	High	Low	Close
Apr. ....	17.70-95	18.07	17.70	17.95
July ....	16.50-55	16.58	16.42	16.55b-60a
Oct. ....	16.02	16.10	16.00	16.10
Jan. ....	15.65b	.....	.....	15.65b-75a
Apr. ....	15.35b	.....	.....	15.35b-50a
July ....	15.00b	.....	.....	15.05b-25a

Sales: 60 lots.

### MONDAY, MARCH 23, 1953

Apr. ....	17.80b	18.05	18.02	17.88b-93a
July ....	16.50b	16.61	16.43	16.50
Oct. ....	16.00b	16.00	16.10	16.05b-10a
Jan. ....	15.60b	.....	.....	15.70b-75a
Apr. ....	15.30b	.....	.....	15.40b-45a
July ....	14.95b	.....	.....	15.10b-20a

Sales: 31 lots.

### TUESDAY, MARCH 24, 1953

Apr. ....	17.85b	18.25	17.99	18.15
July ....	16.50	16.90	16.50	16.76
Oct. ....	16.05b	16.33	16.23	16.26b-30a
Jan. ....	15.70b	.....	.....	15.86b-95a
Apr. ....	15.40b	.....	.....	15.53b-65a
July ....	15.10b	.....	.....	15.25b-35a

Sales: 98 lots.

### WEDNESDAY, MARCH 25, 1953

Apr. ....	18.10b	18.18	17.53	17.90
July ....	16.75b	16.78	16.40	16.40b-45a
Oct. ....	16.25	16.25	15.95	15.95b-16.01a
Jan. ....	15.77a	15.72	15.72	15.55b-60a
Apr. ....	15.50b	.....	.....	15.25b-30a
July ....	15.25b	.....	.....	14.95b-15.00a

Sales: 86 lots.

### THURSDAY, MARCH 26, 1953

Apr. ....	17.43-15	17.45	17.15	17.20-15
July ....	16.35b	16.50	16.40	16.40
Oct. ....	15.95b	16.00	16.00	15.95b-16.00a
Jan. ....	15.55b	.....	.....	15.55b-60a
Apr. ....	15.30b	.....	.....	15.25b-30a
July ....	15.00b	.....	.....	14.95b-15.00a

Sales: 57 lots.

## JAN. POULTRY CANNING

The quantity of poultry canned or used in canning during January totaled 17,260,000 lbs.—29 per cent more than the 13,425,000 lbs. canned during January last year and 45 per cent more than the 1947-51 average quantity of 11,884,000 lbs., the Bureau of Agricultural Economics has reported.

The quantity of poultry certified under Federal Inspection during January totaled 62,644,000 lbs. compared with 54,732,000 lbs. during January last year. Of the 62,644,000 lbs. inspected in January, 16,682,000 lbs. were for canning and 45,962,000 lbs. were eviscerated for sale. Of the quantity inspected during January a year ago, 12,885,000 lbs. were for canning and 41,847,000 lbs. were eviscerated for sale.

## ANIMAL FOODS PRODUCTION

A total of 35,067,312 lbs. of animal foods were canned under federal inspection during February, according to a Bureau of Animal Industry report. This was compared with 35,122,810 lbs. of product canned in January and 48,249,979 lbs. in February, 1952.

## LIVESTOCK CAR LOADINGS

A total of 6,380 cars were loaded with livestock during the week ended March 14, 1953, according to the American Association of Railroads. This was a decrease of 773 cars from the same week in 1952 and 778 less than during the same period of 1951.

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## DICED SWEET PICKLE

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# LIVESTOCK MARKETS

Weekly Review

## Early Lamb Crop About 2% Larger Than Year Ago

The 1953 early lamb crop in the principal early lamb producing states is estimated to be about 2 per cent larger than last year, according to the Bureau of Agricultural Economics. This larger early lamb crop is mainly due to a larger number of breeding ewes on farms in California, the leading early lamb producing state.

In the Southeastern States the number of early lambs saved is about the same as a year ago. The proportion of ewes lambing before March 1 is also about the same as last year. Missouri has a larger crop than last year, while Texas has a smaller crop. The Pacific Northwest has a slightly smaller early lamb crop than last year.

**California:** The condition of the early lamb crop has been good, but prospects for further development are unfavorable due to the limited amount of range feed. Cold, dry weather has been unfavorable for the range feed supply. The current outlook for early lambs is for slow growth, late marketing and a smaller percentage of fat lambs than a year ago.

**Arizona:** Early lambs are making good gains with marketing expected to start in late March. However, the bulk of the marketing will come after the middle of April.

**Texas:** The number of breeding ewes on January 1 was down 7 per cent, pointing to a smaller early lamb crop. Early lamb prospects are very good in eastern and northeastern plateau counties, but very poor over the remainder of the state. Timely rainfall in the fall of 1952 produced good feed in eastern and northeastern counties. With limited feed supplies this year, spring lambs may be shipped out as stockers and feeders instead of for slaughter.

**Southeastern States:** Reports indicate that there will be about the same number of early spring lambs this year as last year. The number of breeding

ewes on farms January 1, 1953, was up about 2 per cent, but this number was offset by slightly smaller percentage of early lambs.

**Tennessee:** Extremely dry weather in 1952 caused poor pastures and delayed breeding of ewes. Ample rainfall and mild temperatures during the winter have been favorable for good development of lambs, but the crop is later than usual and the movement to market will be later than last year.

**Kentucky:** The number of early lambs is slightly less than a year earlier due to a smaller percentage of ewes lambing. Feed supplies have been short in most areas, but the mild, open winter has improved the situation.

**Virginia:** The condition of early lambs is reported to be good to excellent. Supplies of feed have been plentiful, although a tight hay situation existed during the early winter months.

**Missouri:** The 1953 early lamb crop is slightly larger than in 1952 due to a larger number of ewes lambing. There has been a shortage of feed but the mild weather has been favorable for growth of early lambs.

**Northwestern States:** Weather has been mild in this area and favorable for early lambs. Prospects are for a slightly smaller early lamb crop this year. The peak of the early lamb marketings is expected to come about the usual time.

## CANADIAN LIVESTOCK

February average prices for livestock at 11 Canadian markets as reported to THE NATIONAL PROVISIONER.

	STEERS to 1000 lbs.	VEAL CALVES Good, Ch.	HOGS* Gd. B <sup>+</sup> Dr.	LAMBS Gd. Handyw.
Toronto	\$21.89	\$30.07	\$25.84	\$26.38
Montreal	21.92	30.73	27.25	22.28
Winnipeg	20.07	26.50	23.55	24.28
Calgary	20.19	24.95	23.87	22.40
Edmonton	20.35	27.84	23.68	21.98
Lethbridge	18.58	22.00	23.64	22.45
Pr. Albert	19.56	24.91	21.85	19.20
Moose Jaw	19.68	23.22	22.01	19.00
Saskatoon	20.05	25.45	22.34	20.65
Regina	19.24	25.44	22.14	20.50
Vancouver	19.57	25.46	24.50	21.50

\*Dominion Government premiums not included.

## Criticize VE Handling

(Continued from page 17)

feeding of uncooked garbage to hogs is prohibited. We feel that your Department has not gone as far as it could go in prohibiting the interstate shipment of hogs so fed."

The experience of California packers, who have found shipped-in hogs infected with VE, although they were "clean" when they left their midwestern point of origin a few days earlier, indicates that the disease is sometimes picked up en route. One of the large packing companies has issued instructions to its buyers and others to avoid the danger of infection during transport.

The company has announced that it will insist on use of cleaned and disinfected cars for all shipments; moreover, since railroad-cleaned and disinfected cars have sometimes proved unsatisfactory, the firm emphasizes that all cars must be inspected prior to loading and that all bedding and manure must be removed, even from the cracks. The disinfecting solution must conform with the government recommendation and consist of:

"Four per cent sodium carbonate (soda ash), at the rate of 1 lb. to 3 gallons of water, or sal soda at the rate of 1½ oz. to 1 gallon of water, or 2 per cent sodium hydroxide (lye), at the rate of one 13-oz. can to 5 gallons of water."

The company is also specifying on all contracts: "Do not unload enroute."

## BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in February, 1953, were reported by the USDA.

	Cattle	Calves	Hogs	Sheep
Receipts	19,800	5,435	6,197	50,206
Shipments	12,939	2,272	2,247	46,476
Local slaughter	6,870	3,163	3,940	4,729

Valued at \$3,424,738,000, United States agricultural exports in 1952 showed a 15 per cent decline from \$4,040,054,000 the year before.

BLOOMINGTON, ILL.  
CHATTANOOGA, TENN.  
CINCINNATI, OHIO  
DAYTON, OHIO  
DETROIT, MICH.  
FT. WAYNE, IND.  
INDIANAPOLIS, IND.  
JACKSON, MISS.  
JONESBORO, ARK.  
LAFAYETTE, IND.  
LOUISVILLE, KY.  
MONTGOMERY, ALA.  
NASHVILLE, TENN.  
OMAHA, NEBRASKA  
SIOUX CITY, IOWA  
SIOUX FALLS, S.D.

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BLACK HAWK

PORK • BEEF • VEAL • LAMB • SMOKED MEATS  
CURED SAUSAGE • VACUUM COOKED MEATS

THE RATH PACKING CO.,

WATERLOO, IOWA



## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at eleven leading markets in Canada during the week ended March 14, compared with the same time 1952, were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEERS Up to 1000 lb.		VEAL CALVES Good and Choice		HOGS* Gr. B <sup>1</sup> Dressed		LAMBS Gd. Handyweights	
	1953	1952	1953	1952	1953	1952	1953	1952
Toronto	\$20.94	\$20.80	\$29.33	\$33.00	\$29.35	\$25.60	\$28.24	\$30.24
Montreal	21.50	27.45	28.45	30.50	28.10	25.60	22.00	...
Winnipeg	18.50	23.96	27.00	34.00	26.10	24.35	24.00	25.50
Calgary	19.23	25.01	27.80	35.20	25.85	23.45	20.25	21.00
Edmonton	18.00	24.50	28.50	34.00	25.75	23.35	22.25	22.00
Lethbridge	18.30	...	25.00	...	25.75	...	21.50	...
Pr. Albert	17.50	23.50	23.00	30.00	24.70	23.35	...	24.00
Moose Jaw	18.75	...	25.75	...	25.00	...	...	...
Saskatoon	17.75	23.25	28.00	35.00	25.10	23.60	20.30	24.00
Regina	18.10	...	27.00	...	25.10	...	18.00	...
Vancouver	19.25	30.75	...	32.25	27.10	...	...	...

\*Dominion Government premiums not included.

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✓ LIVERS, TONGUES, ETC.

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for coloring  
sausage casings  
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2526 BALDWIN ST. • ST. LOUIS 6, MO.

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, March 24, were reported by the Production and Marketing Administration as follows:

St. L. M.S. Yds. Chicago Kansas City Omaha St. Paul  
HOGS (Includes Bulk of Sales)

### BARRIORS & GILTS:

Choice:					
120-140 lbs.	... \$16.00-18.25	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	... 18.00-20.00	\$17.50-19.25	None rec.	None rec.	\$19.00-20.00
160-180 lbs.	... 19.75-20.75	19.00-20.50	None rec.	\$18.00-20.75	20.00-21.00
180-200 lbs.	... 20.65-20.75	20.28-20.65	\$20.75-21.00	20.50-21.00	20.25-21.00
200-220 lbs.	... 20.65-20.75	20.60-20.75	20.75-21.00	20.50-21.00	20.25-21.00
220-240 lbs.	... 20.15-20.75	20.50-20.65	20.75-21.00	20.50-21.00	20.25-21.00
240-270 lbs.	... 19.05-20.50	20.40-20.60	20.00-20.85	20.00-20.75	0.00-20.50
270-300 lbs.	... 19.50-20.00	20.00-20.50	None rec.	19.25-20.25	19.25-20.75
300-330 lbs.	... None rec.	19.85-20.15	None rec.	18.25-19.50	18.50-19.00
330-360 lbs.	... None rec.	19.50-20.00	None rec.	18.25-19.50	18.00-18.50

### Medium:

160-220 lbs.	... None rec.	None rec.	None rec.	17.50-20.25	None rec.
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### SOVS:

Choice:					
270-300 lbs.	... 19.50-19.75	None rec.	None rec.	18.50-19.50	18.50-19.00
300-330 lbs.	... 19.50-19.75	19.00-19.25	19.00-19.25	18.50-19.50	18.50-19.00
330-360 lbs.	... 19.25-19.75	19.00-19.25	18.75-19.25	18.50-19.50	18.25-18.75
360-400 lbs.	... 19.00-19.50	18.50-19.00	18.50-19.00	18.50-19.50	18.00-18.50
400-450 lbs.	... 18.50-19.25	18.00-18.75	18.25-18.75	17.50-18.75	17.50-18.50
450-550 lbs.	... 17.25-18.75	17.25-18.25	18.00-18.50	17.50-18.75	17.00-18.00
Medium:					
250-500 lbs.	... None rec.	16.50-18.00	17.50-18.25	16.75-18.75	None rec.

### SLAUGHTER CATTLE & CALVES:

#### STEERS:

##### Prime:

700-900 lbs.	... 24.00-26.50	24.00-27.50	23.50-26.00	23.75-25.75	22.50-24.50
900-1100 lbs.	... 24.00-26.50	24.50-28.00	23.75-26.50	23.75-26.25	23.00-25.50
1100-1300 lbs.	... 23.50-26.00	24.25-28.00	23.75-26.50	23.75-26.25	23.00-25.50
1300-1500 lbs.	... 23.00-26.00	24.00-27.50	23.00-26.00	23.00-25.75	22.50-25.00

##### Choice:

700-900 lbs.	... 21.50-24.00	22.00-24.50	21.25-23.75	20.25-23.75	21.00-23.00
900-1100 lbs.	... 21.50-24.00	21.75-24.50	21.25-23.75	20.25-23.75	21.00-23.00
1100-1300 lbs.	... 21.50-24.00	21.50-24.50	21.00-23.75	20.25-23.75	20.50-23.00
1300-1500 lbs.	... 21.00-23.50	21.25-24.25	21.00-23.75	20.00-23.75	20.50-23.00

##### Good:

700-900 lbs.	... 19.50-21.50	20.50-22.00	19.00-21.25	18.25-20.25	19.00-21.00
900-1100 lbs.	... 19.50-21.50	20.25-22.00	19.00-21.25	18.25-20.25	19.00-21.00
1100-1300 lbs.	... 19.00-21.50	20.00-21.75	19.00-21.00	18.00-20.25	19.00-21.00

##### Commercial,

all wts.	... 17.00-19.50	18.00-20.50	17.50-19.00	16.00-18.25	16.50-19.00
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##### Utility, all wts.

... 15.50-17.00	16.50-18.00	15.50-17.50	14.50-16.00	15.00-16.50
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#### HEIFERS:

##### Prime:

600-800 lbs.	... 23.50-26.00	23.50-24.50	23.25-25.00	22.75-24.75	22.50-24.00
800-1000 lbs.	... 23.00-25.50	23.50-24.75	23.00-25.00	22.00-24.75	22.50-24.00

##### Choice:

600-800 lbs.	... 21.50-23.50	21.50-23.50	20.75-23.25	19.75-22.75	21.00-22.50
800-1000 lbs.	... 21.00-23.00	21.00-23.50	20.50-23.25	19.25-22.75	21.00-22.50

##### Good:

500-700 lbs.	... 19.00-21.50	20.00-21.50	18.50-20.75	17.50-19.75	19.00-21.00
700-900 lbs.	... 18.50-21.50	19.50-21.50	18.00-20.75	17.50-19.75	19.00-21.00

##### Commercial,

all wts.	... 17.00-20.00	17.00-20.00	16.50-18.50	15.75-17.50	16.00-19.00
----------	-----------------	-------------	-------------	-------------	-------------

##### Utility, all wts.

... 15.00-17.00	15.50-17.00	15.00-16.50	14.00-15.75	14.50-16.00
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#### COWS:

##### Commercial,

all wts.	... 14.50-16.00	14.75-16.00	14.50-15.50	14.25-15.75	14.50-15.50
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##### Utility, all wts.

... 13.50-14.50	13.50-15.00	13.50-14.50	13.25-14.50	13.50-15.00
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##### Canner & cutter,

all wts.	... 11.50-13.50	12.00-13.75	11.00-13.50	11.75-13.25	12.00-14.00
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#### BULLS (Yrds. Excl.) All Weights:

Good	... None rec.	14.50-17.00	None rec.	14.00-16.00	13.50-14.50
Commercial	... 16.00-17.00	18.50-19.50	16.50-17.00	16.50-17.75	13.50-14.50
Utility	... 15.00-16.00	16.00-18.50	15.00-16.50	14.50-16.50	16.00-18.00
Cutter	... 14.00-15.00	14.00-16.00	13.50-15.00	13.50-14.50	15.00-18.00

#### VEALERS, All Weights:

Choice & prime	... 25.00-32.00	27.00-28.00	23.00-25.00	25.00-27.00	24.00-27.00
Com'l & good	... 18.00-25.00	17.00-27.00	16.00-23.00	18.00-25.00	17.00-24.00

#### CALVES (500 Lbs. Down):

Choice & prime	... 21.00-25.00	19.00-25.00	21.00-23.00	20.00-25.00	22.00-25.00
Com'l & good	... 16.00-21.00	15.00-19.00	15.00-21.00	16.00-20.00	15.00-22.00

#### SHEEP & LAMBS:

##### LAMBS (110 Lbs. Down):

Choice & prime	... 23.00-24.50	23.00-24.50	22.50-23.50	23.25-23.75	23.50-24.50
Good & choice	... 21.00-23.25	22.50-23.50	20.00-23.00	21.00-23.25	20.00-23.75

##### EWES:

Good & choice	... None rec.	9.50-10.75	8.00-10.00	9.50-10.50	10.00-11.00
Cull & utility	... None rec.	7.00-9.00	6.75-8.50	7.00-9.50	7.00-9.75

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## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

CATTLE			
	Week ended	Prev. Week	Cor. Week
Chicago	13,945	12,528	1,417
Kansas City	13,568	16,058	8,840
Omaha	24,115	23,542	13,709
E. St. Louis	8,975	10,529	3,668
St. Joseph	9,214	9,727	4,807
St. Paul	10,441	11,840	6,503
Wichita	8,343	4,323	2,506
New York & Jersey City	8,294	8,993	5,820
Oklahoma City	4,077	5,386	2,120
Cincinnati	3,775	4,000	3,584
Denver	8,451	12,414	7,083
St. Paul	15,012	15,426	10,018
Milwaukee	3,890	3,822	3,902
Total	135,100	147,886	85,298

HOG			
Chicago	39,735	35,495	53,303
Kansas City	11,058	13,011	19,805
Omaha	28,769	31,729	50,244
E. St. Louis	37,086	33,253	39,195
St. Joseph	24,198	27,538	31,018
St. Paul	24,572	22,973	30,431
Wichita	3,556	8,788	10,385
New York & Jersey City	44,944	45,620	53,427
Oklahoma City	11,457	11,470	15,712
Cincinnati	15,286	13,963	16,985
Denver	11,042	12,053	14,451
St. Paul	34,520	38,066	47,765
Milwaukee	6,711	5,580	6,857
Total	292,560	290,464	389,559

SHEEP			
Chicago	8,348	8,813	5,380
Kansas City	3,062	3,101	1,886
Omaha	16,987	15,633	14,788
E. St. Louis	2,483	3,144	4,144
St. Joseph	6,456	7,834	9,318
St. Paul	6,071	6,509	7,600
Wichita	2,569	1,906	5,185
New York & Jersey City	37,590	41,104	38,283
Oklahoma City	3,247	2,470	4,327
Cincinnati	153	222	173
Denver	1,429	12,806	7,913
St. Paul	4,081	5,090	7,171
Milwaukee	1,163	740	784
Total	94,279	109,435	111,062

- \*Cattle and calves.
- †Federally inspected slaughter, including direct.
- ‡Stockyards sales for local slaughter.
- §Stockyards receipts for local slaughter, including direct.

## BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, March 25, were as follows:

CATTLE			
Steers, ch. & pr.	None rec.		
Steers, gd. & ch.	\$21.50@22.00		
Heifers, gd. & ch.	18.00@20.00		
Heifers, util., com'l.	16.00@18.00		
Cows, com'l.	15.00@16.00		
Cows, utility	15.00@16.00		
Cows, canner, cutter	9.00@14.00		
Bulls, util., com'l.	17.00@18.00		
Bulls, can. & util.	15.00@16.00		
VEALERS			
Choice & prime	\$28.00@30.00		
Good & choice	25.00@27.00		
Utility & com'l.	17.00@19.00		
Cull	11.00@12.00		

HOGS			
Gd. & ch., 170/240	\$21.00@21.50		
Sows, 400/down	17.25@18.25		

LAMBS			
Good & choice	None rec.		

## NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Mar. 21:

Cattle Calves Hogs Sheep*			
Salable	228	655	378
Total (incl. directs)	5,324	2,060	22,781
Prev. week	403	323	211
Total (incl. directs)	6,020	1,463	21,814

\*Including hogs at 31st street.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
	Cattle	Calves	Hogs	Sheep
Mar. 17	9,182	473	18,439	5,178
Mar. 18	11,146	409	10,899	5,207
Mar. 19	3,953	371	13,932	2,820
Mar. 20	950	198	12,242	446
Mar. 21	87	22	2,237	17
Mar. 22	18,406	335	11,110	8,514
Mar. 23	6,500	300	17,500	7,500
Mar. 24	10,000	300	12,500	3,600
Mar. 25	34,906	935	41,110	19,614
Week ago	33,399	1,160	38,785	17,586
Year ago	31,019	1,079	48,966	12,632
2 yrs. ago	24,641	1,023	38,764	3,785
*Including 50 cattle, 12 hogs and 2,240 sheep direct to packers.				

SHIPMENTS				
	Cattle	Calves	Hogs	Sheep
Mar. 17	3,359	24	275	2,027
Mar. 18	4,927	25	167	754
Mar. 19	1,750	30	429	1,214
Mar. 20	1,006	568	673	673
Mar. 21	237	7	268	66
Mar. 22	4,670	268	2,351	1,000
Mar. 23	2,000	2,000	1,000	1,500
Mar. 24	3,000	1,000	1,500	1,500
Week so far	9,670	3,268	4,751	4,348
Week ago	11,800	55	1,416	4,348
Year ago	13,404	32	2,555	4,283
2 yrs. ago	8,181	36	2,210	748

MARCH RECEIPTS			
	1953	1952	1951
Cattle	156,314	106,538	5,603
Calves	5,603	5,127	5,127
Hogs	236,076	252,947	83,226
Sheep	83,226	62,579	19,614

MARCH SHIPMENTS			
	1953	1952	1951
Cattle	62,411	43,602	16,431
Hogs	16,431	20,041	25,169
Sheep	25,169	20,795	20,795

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., March 25:

	Week ended	Mar. 25	Mar. 18
Packers' purch.	42,804	35,501	42,804
Shippers' purch.	2,408	4,643	2,408
Total	45,212	40,144	45,212

## LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, March 25, were reported as shown in the table below:

CATTLE			
Steers, choice	\$23.00@23.75		
Steers, gd. & ch.	22.00@24.00		
Steers, com'l.	19.50@21.25		
Heifers, gd. & ch.	20.50@22.25		
Heifers, util. & com'l.	16.00@20.00		
Cows, com'l.	16.00@17.50		
Cows, utility	15.00@16.00		
Cows, can. & cut.	11.50@14.50		
Bulls, util. & com'l.	15.00@21.00		
CALVES			
Choice & prime	\$28.00@28.00		
Good & choice	23.00@26.00		
Com'l. & good	20.00@21.00		
Culls	12.00@14.00		
HOGS			
Good & ch., 210/240	\$21.50@22.50		
Sows, 340/440	17.00 only		
SHEEP			
Lambs, util. & ch.	18.00 only		

## CANADIAN KILL

Inspected slaughter in Canada for week ended Mar. 14:

CATTLE			
	Period	Same Wk. Last Yr.	
Western Canada	12,191	7,500	
Eastern Canada	14,168	9,830	
Total	26,359	17,330	
HOGS			
Western Canada	50,363	22,400	
Eastern Canada	58,876	66,300	
Total	109,239	88,700	
All hog carcasses graded	118,455	97,000	
SHEEP			
Western Canada	3,171	2,400	
Eastern Canada	1,745	1,000	
Total	4,916	3,400	

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 21, 1953, as reported to The National Provisioner:

CHICAGO				
	Cattle	Calves	Hogs	Sheep
Armour	7,751	687	1,267	680
hogs; Agar, 6,741 hogs; shippers, 2,681 hogs; and others, 22,556 hogs; Total: 21,945 cattle; 1,698 calves; 42,416 hogs; and 8,348 sheep.				
KANSAS CITY				
	Cattle	Calves	Hogs	Sheep
Armour	2,687	651	2,720	680
Swift	2,927	870	3,041	2,361
Wilson	1,084	...	2,821	...
Butchers	4,254	...	776	...
Others	1,145	...	1,700	...
Totals	12,047	1,521	11,058	3,062

OMAHA				
	Cattle	Calves	Hogs	Sheep
Armour	6,543	6,191	4,190	1,190
Cudahy	4,359	5,743	4,422	...
Swift	6,171	5,789	4,978	...
Wilson	2,661	5,195	3,179	...
Cornhusker	698	...	...	...
Neb. Beef	672	...	...	...
Engle	67	...	...	...
Gr. Omaha	498	...	...	...
Hoffman	119	...	...	...
Rothschild	361	...	...	...
Roth	1,257	...	...	...
Kingman	1,647	...	...	...
Merchants	69	...	...	...
Midwest	127	...	...	...
Omaha	393	...	...	...
Union	555	...	...	...
Others	9,779	...	...	...
Totals	26,137	32,697	16,700	...

E. ST. LOUIS				
	Cattle	Calves	Hogs	Sheep
Armour	2,657	385	12,219	1,902
Swift	3,467	1,536	11,601	1,183
Hunter	930	...	...	...
Hell	...	...	2,301	...
Krev	...	...	2,188	...
Laclede	...	...	1,094	...
Selloff	...	...	760	...
Totals	7,054	1,921	37,096	2,485

ST. JOSEPH				
	Cattle	Calves	Hogs	Sheep
Swift	3,377	202	9,678	3,364
Armour	2,610	252	8,883	1,497
Others	3,845	83	3,768	...
Totals*	9,832	535	21,320	4,867
*Does not include 274 cattle, 5,637 hogs and 1,593 sheep direct to packers.				
SIOUX CITY				
	Cattle	Calves	Hogs	Sheep
Armour	3,338	1	7,654	1,888
Cudahy	3,511	...	8,818	2,125
Swift	3,357	...	6,428	1,457
Butchers	434	...	5	...
Others	7,272	...	11,486	562
Totals	18,412	17	34,386	6,032

WICHITA				
	Cattle	Calves	Hogs	Sheep
Cudahy	1,473	...	2,363	2,569
Kansas	475	...	...	...
Dunn	153	...	...	...
Dold	...	...	881	...
Sundowner	...	...	45	...
Pioneer	71	...	...	...
Excel	808	...	...	...
Others	...	...	...	...
Totals	2,980	...	3,289	2,569

OKLAHOMA CITY				
	Cattle	Calves	Hogs	Sheep
Armour	1,318	92	2,142	980
Wilson	1,714	129	2,073	1,629
Butchers	141	...	1,096	...
Totals*	3,173	221	5,311	2,609
*Do not include 616 cattle, 67 calves, 6,146 hogs and 638 sheep direct to packers.				

LOS ANGELES				
	Cattle	Calves	Hogs	Sheep
Armour	122	...	...	...
Cudahy	...	...	...	...
Swift	358	...	54	...
Wilson	238	...	...	...
Acme	701	32	...	...
Atlas	696	...	...	...
Clougherty	...	...	442	...
Coast	111	...	174	...
Bridgeford	45	...	...	...
Commercial	569	...	...	...
Gr. West	429	...	...	...
Harman	255	...	...	...
Luer	128	...	...	...
Others	4,415	606	516	...
Totals	8,067	638	1,284	...

## MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

STEER AND HEIFER:	Carcasses	BEEF CURED:	
Week ending Mar. 21, 1953.	14,893	Week ending Mar. 21, 1953.	35,462
Week previous .....	14,989	Week previous .....	8,875
Same week year ago.....	12,780	Same week year ago.....	17,360

COW:		PORK CURED AND SMOKED:	
Week ending Mar. 21, 1953.	1,070	Week ending Mar. 21, 1953.	418,643
Week previous .....	923	Week previous .....	497,038
Same week year ago.....	1,644	Same week year ago. ....	733,191

BULL:		LARD AND PORK FATS:	
Week ending Mar. 21, 1953.	677	Week ending Mar. 21, 1953.	11,800
Week previous .....	532	Week previous .....	101,847
Same week year ago.....	594	Same week year ago.....	81,868

VEAL:		LOCAL SLAUGHTER	
Week ending Mar. 21, 1953.	16,273	CATTLE:	
Week previous .....	12,483	Week ending Mar. 21, 1953.	8,204
Same week year ago, ....	13,380	Week ending Mar. 21, 1952.	8,993
		Same week year ago, ....	5,820

LAMB:		Same week year ago.....	5,820
Week ending Mar. 21, 1953.	38,572		
Week previous .....	33,450	CALVES:	
Same week year ago.....	36,390	Week ending Mar. 21, 1953.	7,906

MUTTON:		Week previous	1,006
Week ending Mar. 21, 1953.	955	Same week year ago.....	6,324
Week previous .....	1,006		
Same week year ago.....	1,781	HOGS:	
		Week ending Mar. 21, 1953.	44,944

HOG AND PIG:		Week previous ..... 49,021	
Week ending Mar. 21, 1953.	7,194	Same week year ago..... 53,427	
Week previous .....	7,735		
Same week year ago.....	19,454		
		SHEEP:	
		Week ending Mar. 21, 1953.	37,590

PORK CUTS:		week previous	41,10
Week ending Mar. 21, 1953	1,318,388	Same week year ago	38,28
Week previous	1,666,870		
Same week year ago	1,627,592		

COUNTRY DRESSED MEATS	
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BEEF CUTS:		HOG:	
Week ending Mar. 21, 1953.	79,829	Week ending Mar. 21, 1953.	8.34
Week previous	134,906	Week previous	8.25
Same week year ago	7,333	Same week year ago	6.95

VEAL AND CALF CUTS:		HOG:	
Week ending Mar. 21, 1953.	9,262	Week ending Mar. 21, 1953.	2
Week previous	5,371	Week previous	2
Same week year ago.	6,559	Same week year ago.	2

LAMB AND MUTTON CUTS:		
Week ending Mar. 21, 1953.	4,413	
Week previous	2,255	
Same week year ago	1,058	

## WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending March 21, was reported by the U. S. Department of Agriculture as follows:

City or area	Cattle	Calves	Hogs	Sheep
Boston, New York City Area <sup>1</sup>	9,574	11,310	47,548	42,422
Baltimore, Philadelphia	6,025	1,078	26,756	945
Cincinnati, Cleveland, Detroit, Indianapolis	14,876	5,764	91,468	8,203
Chicago Area	24,672	5,816	78,215	16,600
St. Paul-Wis. Area <sup>2</sup>	25,299	32,637	100,324	9,713
Iowa-S. Minnesota <sup>3</sup>	25,362	8,587	228,342	32,791
St. Louis Area <sup>4</sup>	13,564	4,667	84,149	7,131
Sioux City	10,717	...	26,048	7,949
Omaha	27,019	384	44,442	20,696
Kansas City	12,583	2,128	30,012	9,758
Louisville, Evansville, Nashville, Memphis	6,639	6,702	46,195	Available
Georgia-Alabama Area <sup>5</sup>	5,658	1,045	23,351	...
St. Joseph, Wichita, Oklahoma City	16,028	1,627	43,393	14,269
Ft. Worth, Dallas, San Antonio	14,896	6,355	18,214	11,863
Denver, Ogden, Salt Lake City	11,988	448	14,217	15,466
Los Angeles, San Francisco Areas <sup>6</sup>	22,773	1,474	31,841	31,216
Portland, Seattle, Spokane	5,358	306	11,806	4,580
Grand total	253,631	93,330	947,221	233,611
Total previous week	262,441	91,406	936,432	250,424
Total same week, 1953	167,452	70,226	1,153,582	206,833

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

(Receipts reported by the USDA, Production & Marketing Administration)

## SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida, during the week ended March 20:

	Cattle	Calves	Hogs
Week ending March 20	2,388	518	12,365
Week previous (five days)	2,722	981	13,404
Corresponding week last year	1,806	420	15,801

# CLASSIFIED ADVERTISING

## POSITION WANTED

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Able and willing to assume full responsibility for all plant operations and turn out uniform product at minimum cost. I can and have supervised any department in a pork plant. Income requirements \$300.00 per week. W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### PLANT MANAGER

Medium sized operation, thoroughly versed in all phases of the industry, including processing, manufacturing, purchasing, fleet operations, sales management and maintenance. Cost conscious, alert and industrious. 20 years' practical experience. Age 41, in excellent health, married, have family. W-112, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### TECHNICAL CONSULTANT

Dealing with problems involving laboratory planning and installation, chemistry of meats and by-products, curing, sausage, sewage disposal, sanitation, packaging, quality control, B.A.L. regulations and government contracts. W-57, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### MANAGER or SUPERINTENDENT

Fully experienced, large and small plants, practical, efficient, slaughtering, cutting, sausage manufacturing, fresh, dry and specialties. Canned meats, curing, rendering, oils, fines, feeds, etc. Excellent references. W-52, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: Available. Capable up-to-date man, accustomed to handling large operations. Top salary expected, but best results assured. Finest references. Philadelphia area preferred, but will go any place. W-105, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## POSITION WANTED

EXCEPTIONAL sausage superintendent and smoked meat processor desires position in Minnesota or Wisconsin. W-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOREMAN: 15 years' packing house experience. 5 years as hog cut and beef boning foreman. Age 32. Position as foreman wanted. W-114, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

### SAUSAGE PRODUCTION MANAGER

Experience necessary. Must know how to make quality merchandise, handle help and figure costs. Give age, experience and salary expected. Good opportunity for right man. W-125, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### MEAT BROKER

Excellent opportunity for experienced broker with a growing well established firm located in Chicago. Replies kept in strict confidence. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Inside boneless beef salesman with following to run boneless beef department. No capital necessary. 50% of the profits. W-121, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## HELP WANTED

PRODUCT MAN: Who is familiar with sales and plant operation for progressive, young, midwest meat packer. Should have 2-5 years' experience in merchandising products. Must be able to co-ordinate movement of plant product with sales requirements. Opportunity to build a job commensurate with ability. Reply giving experience and details. Applications held in strict confidence. W-101, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRODUCE MANAGER: And salesman. Excellent opportunity for a young man with a knowledge of the full line of produce, to take charge of the produce department of a small packing company. Fine opportunity for the right person. In answering, please give experience, etc. W-106, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Wanted by well established eastern manufacturer of spices, seasonings and binders. Potential earnings well into five figures. Very attractive arrangements. In replying, give full details and previous experience. Application will be held in strict confidence. W-107, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

WANTED: Experienced person for all around laboratory and quality control work in food plant. College degree not necessary. Permanent position with advancement possibilities. Reply giving experience details. THE SMITHFIELD HAM & PRODUCTS CO., INC., SMITHFIELD, VIRGINIA.

WANTED: Experienced office clerk to handle livestock accounting, product billing and accounting, accounts payable. State age, qualifications, experience and give references. Send recent snapshot. Bridgford Packing Company, P.O. Box 552, Anaheim, California.

ASSISTANT SAUSAGE MAKER: Wanted. Must be experienced on cutter and stuffer. W-109, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## GET ACTION

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